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AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

JUNE 15, 1952



Rosa Harisoni

SEEDS

TREE—SHRUB—PERENNIAL

FLOWER—GRASS—VEGETABLE

HERBST BROTHERS

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Free catalog "Seeds for Nurserymen."

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Vol. 95

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AMERICAN NURSERYMAN

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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

VOL. XCV No. 12

JUNE 15, 1952

Founded 1904
With which was merged 1939
THE NATIONAL NURSERYMAN
Established 1893

* * * * *

Published on the
first and fifteenth
of each month by the
AMERICAN NURSERYMAN
PUBLISHING COMPANY
343 South Dearborn Street,
Chicago 4, Illinois.
Telephone: WAbash 2-9011

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Subscription Price:
\$4.00 per year; outside
United States, \$5.00;
Single Copies, 20c.

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Advertising Rates
on application.
Forms close fifteen days
before date of issue.

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Entered as second-class matter
December 14, 1933, at Chicago,
Ill., under act of March 3, 1879.

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Forms for the July 1 issue will close Monday, June 9.

Forms for the July 15 issue will close Monday, June 23.

Mail copy to arrive at Chicago by these dates—no later!

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JULY 15 A.A.N.**



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"Seasoned Rosebushes"

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AMERICAN NURSERYMAN

F. R. KILNER, *Editor and Publisher*
Kenneth A. Brent, *Managing Editor*

Editorial

SHOULD THERE BE A LAW?

Since the federal trade commission not long ago found it necessary to issue its orders in respect to some newspaper advertisements of tulip bulbs and since the commission has undertaken to draw up rules for trade practices among gladiolus growers and dealers, it should be obvious to the most unimaginative that other phases of the horticultural industry may come under bureaucratic jurisdiction if persons within the industry do not take steps to insure accurate advertising to the public and an ethical attitude toward the uninformed buyer of plants.

The offenders are not persons or firms long in business or likely to be so. Some trade firms may be over-enthusiastic in their glowing descriptions of new varieties, or even old ones, but the buyer actually knows what he is buying and gets his money's worth. That is not the case, however, when an unknown advertiser offers a "mystery plant" or "exotic lily" or a "real growing orchid" for a few dimes or even a dollar or two. Upon reading some of these advertisements, the most experienced plantsman or botanist would not be able to tell what he might expect to receive. When the average layman reads about an orchid, he envisions a cattleya, though probably not knowing its name; little is he aware that thousands of species of orchids exist, while hundreds are in cultivation, including small native plants of such little attraction that they are no bargain at any price. Hence an advertisement is false and misleading when it describes a rare or expensive plant by indirection and a far less valuable plant by qualification without exactly identifying the subject either by a botanical or an accepted common plant name.

In the spring the practice extends to ordinary trees and shrubs that are given fantastic names and whose size is not indicated. And no matter how little he pays, the homeowner will not be elated to receive as a "tree" a puny seedling a few inches or even a foot or two high. Instead he will join the ranks of those who think "there ought to be a law," and before long there will be legislation which will not only seek to control

the fly-by-night peddlers-by-mail, but will at the same time hamper the operations of reputable and established firms.

The key to the problem is the newspapers' accepting inaccurate and misleading advertising of plants or bulbs. The advertising managers of most newspapers have little or no knowledge of horticultural offerings and standards. Those newspapers having garden pages the year around and the magazines catering particularly to gardeners do have such knowledge and recognize such standards; hence their columns do not contain the objectionable advertising.

Some of our national or even trade organizations could render a signal service to the industry by calling objectionable advertising to the attention of the publisher of each newspaper containing it. If the latter would adopt only a few simple rules—that the correct botanical name must be given somewhere in the advertisement and that the actual size of the plant or bulb to be delivered must be stated—those who seek to attract the public's dollars by mysterious and misleading claims would be stopped at the outset.

Such advertisers do reputable nursery and seed firms no good. They do not, in the long run, enhance the newspaper in which their copy appears, for its prestige is lessened among true gardeners and the trade. Moreover, the disappointment of the public reacts on reputable nurserymen and on the newspaper. They have a common interest in seeing that the public is presented only accurate and ethical advertising.

This is a more serious problem as the seasons pass and the vulnerable gardening public becomes larger. The job is too big for a few scattered individuals or small organizations. The prestige of a national group of recognized authority could accomplish much good and avoid the possibility of legislative action and its consequences.

WHO ARE YOUR FRIENDS?

About the least pleasant job in the office of the American Nurseryman is that of returning subscription orders and remittances to persons who are not nurserymen. It is a thankless job at any time and often brings verbal or epistolary castigation from someone who wants to buy retail orders at wholesale prices.

The Mirror of the Trade

The arguments and excuses of these chiselers offer the only humorous aspect, for they are often so transparent as to be childish and ridiculous.

The Parthian shot that is most frequent is the rejoinder, "Well, if you are foolish enough not to take my money, I'll continue to borrow the magazine from a nurseryman nearby." We wonder if borrowing is so easy as that. But when an advertiser wants to know if we have a subscriber named Dr. John Jones, at Smithville, who has ordered 10 evergreen liners or five rosebushes, we wonder where Dr. Jones got his copy of the magazine, for there is no record of him as a subscriber, a nurseryman or a dealer.

Granted that it is difficult to refuse a good friend the loan of a magazine overnight so that he can read some articles on trees or perennials, subscribers to the American Nurseryman should consider that they have other friends who at the same time deserve important consideration. Is your relation to this magazine such that the thankless work of screening subscription applications has no weight, or that the policy of confining its circulation to the trade means little or nothing to you?

The other subscribers and the advertisers are friends, too, for their cooperative effort, with yours, is responsible for the progress of the industry.

Usually the easy loan of an old copy is a careless gesture, made without thought, as a means of gratifying a friend at no cost. But there is a cost, and it is worth stopping to think, in this connection, who are your friends.

DISTINGUISHED SERVICE AWARD of the New York Botanical Garden was given recently to Dr. Liberty Hyde Bailey, in acknowledgement of his outstanding career as educator, administrator and botanical investigator. Charles B. Harding, president of the New York Botanical Garden, made the award.

WILLIAM L. SLATE, former director of the Connecticut agricultural experiment station, New Haven, and now director emeritus, received a portrait of himself at a recent tea and reception given at the station in his honor.

Florida Nurserymen Vote to Reorganize

By Joan Kilner Mills

Heated discussion kept over 150 persons in the Carnival room of the Hotel Alcazar, Miami, Sunday afternoon, May 25, for the two and one-half hour opening session of the nurserymen's group of the Florida State Florists' Association at the annual 3-day convention. It was climaxed by the adoption of a motion to form a new organization, the Florida State Nurserymen's and Growers' Association. The word "growers" was included since the definition of a nurseryman covers only those growing and selling hardy woody ornamentals, and this new association is to include growers of foliage plants, pot plants, ferns, pompons and some other cut flower crops.

After the motion was presented to the general assembly of the Florida State Florists' Association Monday morning, the parent group made a counter proposal designed to give the nurserymen greater recognition within the original organization. This counter proposal was later rejected by the nurserymen at their own closed meeting, and the decision was made to stick by the original severance motion.

David Stabler, Winter Haven, and Ed Brown, Pembroke, were unanimously elected as president and vice-president of the new association. They had held the same offices during the past year with the nurserymen's group of the florists' association and were continued in office in recognition of their excellent work.

One of Four Groups

For the past 31 years, the nurserymen's association has been one of four groups—florists, nurserymen, greenkeepers and fern growers—forming the Florida State Florists' Association. Over the years an increasing number of nurseryman members have felt that the name of the state association made the nurserymen's group seem to be but a stepchild of the parent group and that, while harmony has prevailed, perhaps the association has been dominated by the florists. The problems brought before the association by nurserymen are in most cases not shared by florists, and vice versa. It is difficult to plan joint sessions at conventions of interest to both groups. These are but some of the reasons why the large majority of nurserymen voted to withdraw from

the Florida State Florists' Association and form a new association.

After this decision, President David Stabler, Winter Haven, appointed a 3-man committee to report this decision the following morning at the general assembly of florists and nurserymen for two readings and final action. W. H. Schulz, Auburndale, was named chairman, with M. J. Daetwyler, Orlando, and Jack Holmes, Tampa, members.

The president named three others to work on a constitution and by-laws for the new association. Charles Wedding, St. Petersburg, chairman;



David Stabler

George Pringle, Leesburg, and Peter Shoemaker, Jacksonville, form this committee.

The other important matter to come before the group was the report of a special committee composed of Jack Holmes, chairman; David Stabler, Peter Shoemaker, Al Englebright and Peter Pearson. Speaking for the committee, Mr. Holmes said that at a joint meeting, in January at Winter Haven, of members of the Florida chapter of the American Association of Nurserymen and nurseryman members of the Florida State Florists' Association, this committee was appointed to study and report on the possibility, cost, ways and means and general good that might come from the industry's having a central office with a paid full-time person heading such office, for the purpose of building a new Florida state nurserymen's association.

The report covered six recommendations that were approved by the association. These were:

1. That such a program be set

up at once by the new Florida state nurserymen's association.

2. That this program cost about \$15,000 for the first year, and from \$10,000 to \$15,000 a year afterward, to operate successfully.

3. That a master committee be appointed with the responsibility of developing a membership campaign to bring the membership to 500 by October; devising a regional plan, dividing the state into five regions, each one to be headed by a regional vice-president and each region to hold quarterly meetings; to develop such mechanics as necessary for successfully financing the new program, and to locate and investigate a qualified person to head this program.

4. That the above-mentioned industry organization be patterned after the Florida Gladiolus Growers' Association, California Association of Nurserymen, Texas Association of Nurserymen and the Allied Florists' Association of Illinois, all of which employ a paid manager, or secretary.

5. That the nurserymen's regular fall trade meet be considered a full-scale business meeting and that a report of progress of the above-mentioned master committee and all other committees be heard.

The committee which worked out this program believes that, with a full-time paid manager, the nurserymen can enlarge and strengthen their association; build new faith in their rapidly advancing \$20,000,000 industry; have a representative at the state capital constantly working on legislation in its behalf and against unfavorable legislation; promote the introduction and distribution of new types of supplies and laborsaving devices as well as new plant varieties; suggest, promote and encourage new markets; secure more experimental work in the nursery field, especially at the Gainesville experiment station; develop and promote standard grading of nursery stock; promote good will throughout the industry; keep the association active and its interests to the fore every day of the year, while members are busy running their businesses, and develop a better relationship between the agricultural, horticultural and landscape departments at the University of Florida and the nursery industry.

Each nurseryman at the convention was given a yellow ribbon badge on which clear black letters read

"500 new F. S. N. A. members," the immediate membership goal. There are 3,800 nurserymen registered with the state; so it is felt that a much larger membership is easily possible.

Each person at the nurserymen's meeting was given a vanda orchid to wear. These were donated by Jack Holmes. After formal opening of the meeting by President David Stabler, M. J. Dactwyler gave the invocation and James (Mr. Hy-Gro) Millon, Florida representative of McCormick & Co., Baltimore, Md., led the group in community singing. The secretary, Alan Dudley, Apopka, reported the net worth of the association to be \$615.55 and the membership to be 208. Also heard were a brief report by the president on the year's activities and another by Edwin Fraser, chairman of the legislative committee, on fruitful efforts to alleviate the sales tax situation for nurserymen.

In the evening, nurserymen, florists, greenkeepers and fern growers gathered in the convention auditorium across the boulevard from the hotel for a sumptuous buffet supper amid beautiful floral decorations.

General Assembly

At the general assembly Monday morning, vice-presidents of each group composing the Florida State Florists' Association reported. David Stabler reported the year's activities of the nursery group and also extended thanks to the florists and to the Dade County Nurserymen's Association for their work in planning the convention and to the Dade County group also for making and distributing a map showing the location of each member nursery in the county.

Joe Konwinski reported for the golf course superintendents' group that the greenkeepers have decided to hire an agronomist, Mr. Nutter, to run a state-wide program on turf management, new strains of grasses and grass diseases. Turf plots will be maintained throughout the state and data from each sent to headquarters at the Gainesville experiment station to determine results. New York and California are the only other states with such programs.

Secretary John E. Florence reported total membership at 627 and receipts balancing disbursements of \$7,275.85. Treasurer M. J. Dactwyler reported the net worth of the association as \$2,376.67.

Then David Stabler read the resolution of the nurserymen's group to sever its connection with the Flor-

ida State Florists' Association. In reply the president of that organization, Charles Coffey, made the counter proposal resulting from a



Ed Brown

special meeting of the board of directors Sunday evening, that the association be renamed and incorporated as the Florida State Florists' and Nurserymen's Association, that it include allied groups, such as the greenkeepers and fern growers, that dues to the association be small and that the individual groups assess their own dues.

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FLORIDA A. A. N. CHAPTER

Fifty-some persons gathered for the breakfast meeting of the Florida members of the American Association of Nurserymen, May 26, at the Hotel Alcazar. The meeting was conducted by chapter President George Pringle, Leesburg. At his suggestion, the chapter, now composed of 40 members, set a total of 50 as its goal by October and urged 100 per cent attendance of A. A. N. members at the October trade fair meeting.

The secretary-treasurer, George Taber, Jr., Glen Saint Mary, read the minutes of last year's May meeting and gave highlights of subsequent meetings. The treasurer's receipts for the past year have been \$252.65 and expenses \$41.20, so that the balance on hand to date is \$211.45.

Mr. Pringle voiced the need for work on grading standards for nursery stock in Florida. The chapter voted \$100 to have an artist make sketches of various grades of different types of stock. The sketches will be shown for approval at the October meeting.

Mr. Pringle and Mr. Taber were re-elected president and secretary-treasurer, respectively. Peter Shoemaker, Jacksonville, was elected vice-

president of the chapter, and five regional vice-presidents were chosen: Albon Stewart, Tallahassee, for the northwest; Edwin Fraser, Macclenny, northeast; D. W. Davis, Seffner, central; Charles Wedding, St. Petersburg, west coast, and Alan Englebright, Perrine, south. These five regions will be the same as the five regions to be set up by the new Florida State Nurserymen's and Growers' Association. Edwin Fraser was elected delegate to the national convention at Detroit in July, with Mrs. Myrtle Armstrong, Miami, the alternate. The chapter will work to bring the national convention to Florida in 1956.

HIBISCUS OFFICERS

Election of officers was the primary business transacted at the third annual meeting of the American Hibiscus Society, Sunday morning, May 25, in the Municipal Auditorium, Miami, Fla. The audience numbered about 75 persons, while the society is composed of 376 paid members and 10 honorary members, both commercial and amateur growers.

In addition to the slate of officers and directors proposed by the nominating committee, with Maj. Hal Morrison, Clearwater, chairman, several others were nominated from the floor. A written ballot resulted in a third term for the president, Norman A. Reasoner, Bradenton, and re-election of the vice-president, L. K. Thompson, Bartow. M. J. Dactwyler, Dactwyler Nurseries, Orlando, has been serving as treasurer, an office henceforth to be filled by appointment by the board of directors. Ruth Stewart Allen, Miami, is executive secretary. A good portion of the meeting was consumed by her detailed report.

Elected for 3-year terms on the board of directors were Dr. Tallmadge Wilson, Stewart; Ed Brown, Goochland Nursery, Pembroke, and Mrs. G. Payne Brown, Miami. Voted 2-year terms were Norman Peck, Jacksonville; Clarence King, Flower Girls Nursery, Miami, and Bruce Parnell, Miami.

A report from the nomenclature committee by Bruce Parnell advised that cards were available for describing new varieties to be registered by the society. Cards of approval will be issued on new varieties accepted by the society. The board of directors recently adopted the color chart of the Royal Horticultural Society, London, England, as the official color guide for the hibiscus society.

A feature of the meeting was a colorful display of hibiscus blooms.

Western Tree Meeting

By Noel Wysong

The 19th annual meeting of the Western chapter of the National Shade Tree Conference was held May 14, 15 and 16, with headquarters at historic Green hotel, Pasadena, Calif. On the beautifully maintained lawns of the hotel, palms, acacias, eucalyptus and other species of ornamental trees and shrubs formed an appropriate and enticing background to the convention. The final count of registrations revealed an attendance of 243, making this the largest meeting in the 19-year-old history of the chapter. While most of the attendance was drawn from California and neighboring states, present also were visitors from such distant points as Ohio, Illinois and British Columbia. The attendance was composed of representatives of nurseries, tree service companies, city forestry departments, educational institutions, research agencies and others interested in the planting and care of trees and shrubs.

Officers Elected

Indicative of sincere interest in the administration and functioning of the chapter, the 45-minute business session, held Friday morning, was attended by almost all the delegates. With President Walter Barrows, superintendent of parks, Whittier, Calif., serving as chairman, reports of the secretary, treasurer and several committees were given and duly approved. Election of officers for the coming year followed. Elected for a 1-year term were: President, Ross O. McIntire, principal tree surgeon, park department, Los Angeles, Calif.; vice-president, Lynn M. F. Harriss, assistant superintendent of parks, Oakland, Calif.; secretary-treasurer, re-elected to office, C. Elmer Lee, line clearing supervisor, Southern California Edison Co., Ltd., Los Angeles, Calif. Elected for a 2-year term to the board of governors of both the chapter and the National Shade Tree Conference were Raymond F. Morgan, of Griffin & Morgan, Santa Barbara, Calif., and Lynn M. F. Harriss, of the Oakland, Calif., park department.

To open the meeting on Wednesday, a symposium was held on "Utility Tree Trimming—A \$50,000,000 Annual Business," with C. F. Holderness, of W. S. Rowland Trees, acting as moderator over a panel of experts consisting of representatives of pub-

lic utility companies, state highway departments, city park and forestry departments and tree service companies.

Each of the panel members briefly discussed some phase of the operations necessary to maintain clearance for overhead lines, and questions were asked from the floor. It was stressed that the main objective of overhead line clearance work should be to conduct all phases of the operation in such manner that all parties concerned are best served. It was recognized that the public desires trees to be maintained in the best possible condition consistent with the supplying of adequate electric service. Cooperation between the arborist, the public utility company and the customer was strongly advocated.

In response to a question concerning the arboricultural standards that should be employed in line clearance work, Keith L. Davey, of the Davey Tree Surgery Co., Ltd., San Francisco, said, "The complete standards

that apply to all phases of arboriculture should be maintained; there should be no difference between utility line and private estate work. There should be no change in standards of work." There was general agreement with this opinion.

To promote good public relations between the utility company and the customer it was suggested that, in some cases, it would be advisable for the utility company to buy and plant low-growing trees beneath their overhead lines as substitutes for undesirable, high-growing species. Arborists and utility company representatives were advised to develop careful plans for tree planting and future care of trees where new installations or reconstruction of overhead lines were being considered.

Concerning the most desirable type of contract between the arborist and the utility company, there was general agreement that a contract based on time and material enabled the arborist to shape the tree properly and do a better job generally in trimming work. For removal work, a flat contract price was suggested. It was urged that all contracts should be definite and clear-cut and that

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Plan Entertainment for All at Detroit



Excursion Boats Offer This View of Detroit Skyline.

The planning committee for the American Association of Nurserymen's annual convention, which is to be held July 13 to 17 at Detroit, Mich., has been careful not to leave the wives and children of the nurserymen unoccupied during the business sessions and other meetings of the convention.

The ladies' auxiliary will hold a welcoming reception in the English room of the Hotel Statler on the Sunday afternoon before the convention begins. This will allow veteran "conventioners" to plan their sight-seeing schedules together and will assist other wives who have come to a national convention for the first time in becoming acquainted. It should also help set the informal tone which

is intended for the convention activities. During this reception, the teenage members of these nursery families will be able to meet one another at a "Howdy-Do" party, to be held in the Michigan room of the hotel.

Monday morning will be left open for the women's pleasure, whether it be shopping in the smart Detroit stores, sight-seeing or just sleeping late. Both nurserymen and their wives are expected to be on hand, however, for the keynote luncheon that day where presentation will be made of the Norman Jay Colman award and the Baby Rambler award. A guest speaker will be on hand, and the girl scouts will be accorded thanks by the association for their

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Rose Foundation Hears Research Report

Experiments in the control of plant diseases, cold storage of bushes, crop rotation, fertilizing and artificial defoliation were outlined by Dr. E. W. Lyle, plant pathologist of the Texas Rose Research Foundation, at the sixth annual meeting, May 10, at Tyler.

D. L. Thompson was elected president; Earl Ginn, first vice-president; P. E. Mackey, Jr., second vice-president, and S. M. Morris, secretary-treasurer. Directors elected were Billy Murrey, J. C. Strickland, Homer Eikner, B. L. House, Clark Kidd, George Miller and Hewitt Wilson.

In his report, Dr. Lyle said he still considered black spot control to be important in the research investigations. During the past year he used 12 dust fungicides in comparison with the regular sulphur-copper (90:10) dust. He found that the regular sulphur-copper (90:10) continued to be the most desirable of the dust fungicides. The report continues:

All the sulphur-containing fungicides were more effective than those without sulphur; they also caused more foliage burn in hot, relatively dry weather. Ten applications of the fungicides were used between May 8 and August 23 (inclusive), and each was within 24 hours after a rain. Plots were five rows wide and 25 feet long (approximately 100 bushes each); four replicants were utilized. Of the fungicides tested, the ones which compared most favorably with the regular sulphur-copper were

those containing either Dithane, copper oxide, or Robertson's copper. Orthocide 406, which ordinarily is used as a spray, was considered poor as a dust fungicide. Two zinc-type fungicides also were relatively weak.

Because of low rainfall, black-spot disease was slight, but was sufficient to give differences in counts of infected leaves.

The foundation dip treatment of cuttings in the treatment of crown gall and hairy root bacterial disease, first tried commercially in the 1949-50 season, was used again extensively this season, with an estimated 9,000,000 cuttings treated. General field results for the first harvest of commercially grown plants from treated cuttings varied all the way from excellent to poor control. This variation may have depended on the manner in which the cuttings were handled, the time of planting and the infestation in the fields. As good a live of cuttings was experienced from treated as from untreated cuttings in the same location when planting was done the same time, indicating the safety of the treatment. Better rooting and root distribution were observed by some nurserymen.

Most significant were the results in one of the three experimental plantings in infested soil where diseased bushes had just been removed prior to setting the cuttings; even the untreated cuttings in one of the locations developed into bushes which were 90 per cent healthy. Tests are

being continued to determine if soil condition at the time of planting could account for a control measure. In the other locations where a complete record could be taken, the foundation dip allowed a harvest of 62.1 per cent healthy bushes in comparison with 45.5 per cent for bushes from untreated cuttings.

New Method of Packing

In budwood storage, the best results have come from a new method of packing. With F. S. Key and Betty Uprichard varieties, there was no loss during 184 days of storage (September 19, 1951 to March 21, 1952). In the same box stored at 29 degrees Fahrenheit were bundles wrapped in the regular way; this gave 8 per cent loss of canes for the F. S. Key and 6 per cent for the Betty Uprichard. The latter method of packing also had about five times as many buds forced too much to use as compared with the first method.

Another trial of the first method showed perfect keeping and no forcing for budwood of Nocturne stored for 125 days (November 29, 1951, to April 2, 1952).

With budwood of Red Jacket variety packed by the new method, there were about twice as many usable buds (65 to 85 per cent) as in the older method of wrapping. The period of storage in this instance was about 10 months (December 5, 1950, to September 24, 1951) at 29 degrees Fahrenheit.

The value of Dow Chemical DHA-S was proved for control of mold on canes of bushes in storage. The DHA-S was found safe even at 1 per cent concentration, not injuring the canes nor the new buds starting to force. In the tests for stopping the mold on paper wrappings, the DHA-S was effective, but gave undesirable softening of the paper. Although the roots will tolerate dipping in DHA-S solution, they will not stand incorporating the solution in the sphagnum packing around the roots.

Among the virus diseases, yellow mosaic was more rare than last season. The continued selection of healthy budwood was seen as the only control necessary. Streak virus disease, which had become practically nonexistent, was observed in Else Poulsen variety in one field. The control of streak would be the same as for yellow mosaic through selection of healthy budwood.

A new fertilizer supplement called



Officers and directors of the Texas Rose Research Foundation for 1952-53. Seated, left to right, Earl Ginn, first vice-president; Sidney Morris, secretary-treasurer; P. E. Mackey, Jr., second vice-president; Delbert L. Thompson, president, all of Tyler. Standing, left to right, are the directors: Hewitt Wilson, Jacksonville, Tex.; Homer Eikner; J. C. Strickland; Billy Murrey, Dr. E. W. Lyle, plant pathologist; B. L. House; George Miller, and Clark Kidd, all of Tyler.

Sulfa Mag was placed in field trial; also some high-analysis pelleted fertilizer. Experimentation with soluble or liquid-type fertilizers was included in some of the other rose work. No particular benefit was seen from foliage feeding when drought had caused a yellowing of the leaves (F. K. Druschki, Cl. Tailsman, etc.). Spraying with Du Pont's Nugreen (44 per cent nitrogen) or with iron sulphate did not harm nor improve the bushes as long as the soil moisture was deficient.

Chemical defoliation to prepare the bushes for digging was tried with Niagarathal DF. On October 8, 1951, seven days after spraying, the following defoliation was noted: Better Times, 85 per cent; Paul's Scarlet Climber, 70 per cent; F. K. Druschki, 30 per cent; Radiance, 15 per cent; Etoile de Hollande, 5 per cent; Ami Quinard and Red Pinocchio, negligible. Subsequent trial during cooler weather gave poorer results. No bud or bark damage was seen. Leaf shedding occurred only if the bushes remained for a time in the field, not if they were dug right after spraying.

The All-America Rose Selections bushes were scored again. The new location at the residence of L. A. Dean has proved satisfactory. Some new and unusual roses are in prospect and deserve the attention of the foundation members.

Mulching experiments with some of the roses being grown in cans indicated that all of the mulches gave better bush growth. A main advantage was in weed control. The sugarcane fiber and sawdust mulches allowed the fewest weeds; Gro-Mulch was next, and the unmulched checks were much more handicapped with weeds. The black color of the Gro-Mulch provided the best appearance, with Floravate second, pine sawdust third and Servall fourth.

A determination of starch content with a microscope showed a higher amount in the canes, understock shank and in the roots of bushes in early September after a long period of drought, with relatively little new growth, than was observed later after growth was resumed (greater than observed in December). It was evident that starch storage could take place in roses even during extremely hot weather.

LAURENCE F. PALMETER, formerly with C. R. Burr & Co., Manchester, Conn., has been appointed nursery stock buyer of Peter Henderson, Stumpp & Walter Co., Jersey City, N. J. He has also been made director of the company's 11 garden centers.

All-America Roses for 1953

Two beautiful roses, Chrysler Imperial and Ma Perkins, have won the All-America rose award for 1953. All-America Rose Selections have announced.

The winners competed in a field of outstanding new varieties that represented many of the world's leading rose growers. Both received scores approaching that of the ideal rose.

Chrysler Imperial is a crimson-red hybrid tea, while Ma Perkins is a floribunda of sparkling, coral shell pink. The two winners were placed under test in 1950 in competition with most of the world's other important new varieties.

Chrysler Imperial is a crimson-red hybrid tea that makes an excellent exhibition rose. Its parents are Mirandy and Charlotte Armstrong, both of which are previous All-America winners.

It produces an abundance of large flowers, which are high-centered and measure 4½ to 5 inches in diameter. These are borne singly on sturdy, medium-long cutting stems. The flowers have between 40 and 50 wide petals and keep well, lasting up to one week when cut, even in warm weather.

Long, attractive buds unfold even in adverse weather, forming perfect

petals have the vivid crimson of the autumn chrysanthemum enhanced by darker overtones of oxblood red, an effective color, which is retained throughout the life of the flowers.

Ma Perkins is a floribunda with a sweetly pungent fragrance that is



Ma Perkins.

rich and unusual. It is a direct descendant of Red Radiance and Fashion, two of the hardiest varieties of roses.

Its Ophelia-shaped buds start as a translucent light Fashion color with shades of red in the outer petals. A suffusion of yellow is present in all of the early stages of bloom. At the end of the bloom, the predominant color is the soft coral shell pink. The color is sparkling from start to finish.

The growth of Ma Perkins is strong yet compact. Flowers are cup-shaped and appear both in clusters and singly throughout the season. Plants grow to 2½ to 3 feet and are bushy. The foliage is a rich green and plentiful, with leaves composed of five to seven leaflets.

The rose is resistant to diseases and pests and will thrive in all types of locations, whether in foundation plantings, borders, rose beds or hedges.



Chrysler Imperial.

flowers. The broad petals overlap in symmetrical arrangement.

In growth, the Chrysler Imperial is compact and well-balanced. Its abundant, large dark green and leathery foliage is retained on the plant right down to the base. This gives the bush the appearance of a handsome garden shrub.

The color of the Chrysler Imperial is unusual. Its broad, even

DR. ROBERT M. SALTER, chief of the United States soil conservation service, recently received the distinguished service award of the United States Department of Agriculture.

SHELL CHEMICAL CORP. has completed arrangements to purchase the stock of Julius Hyman & Co., Denver, Colo., manufacturers of the insecticides Dieldrin and Aldrin.

From Eastern and Midwestern Wholesalers

More Reports on Spring Business

Mixed emotions are reflected in reports on spring business from wholesale nurserymen in the east and midwest. Although almost every report indicates general satisfaction, specific reactions vary from elation at having achieved record sales to disappointment at not having been able to meet all customer demands. The appearance of such words as "hectic," "difficult" and "rough" in the reports is evidence that, while things were good, many nurserymen felt they could have been better. All in all, however, it seems to have been a rewarding spring.

Exceptionally Good Business

Business this spring has been exceptionally good for the Vanderbrook Nurseries, Manchester, Conn., according to L. C. Vanderbrook. Mr. Vanderbrook reports the largest sales in the history of the firm in evergreens and other merchandise. Adding to the bright picture, Mr. Vanderbrook finds that collections remain good and that practically all customers are pleased with the merchandise received.

"Labor this year has been plentiful with us," continues Mr. Vanderbrook. "We could secure all we wanted, of a better class, but at increased labor costs. As for supplies for the coming market, we will have the usual quantity and quality of well-grown shrubs and evergreens to supply our regular customers. Our customer list in the past two years has expanded rapidly, and this addition of new customers will undoubtedly cause us to sell out quickly and be short on some items."

"There will continue to be definite shortages in many varieties of shrubs, despite the quick production on these. The shortage will also continue to be acute on many lines of yews; regardless of how fast we propagate, we still cannot keep up with the demand."

"We are still firmly convinced that the market will remain good for the next two years at least, and while we will be forced by increased labor costs and other costs of operation to increase some of our prices, we expect the majority of prices to remain firm. We are again increasing our plantings 25 per cent over the past year and we will have attractive lists of material to offer during the next two years."

"We experienced, as did most of the nursery industry, our record year in sales," reports Charles S. Burr, president of C. R. Burr & Co., Inc., Manchester, Conn. "The improvement in the fruit trade situation seemed very noticeable. I expect this is a result of more intelligent planning on the part of the industry to keep supply and demand in closer balance. Shade trees and evergreens seem to be very scarce."

"It seems a shame that the nurserymen cannot retain more of their hard-earned profits. Other hazardous industries such as cattle raising and oil drilling have special provisions to compensate for unforeseen difficulties. It would seem that the hazardous nursery business should be subject to some special consideration. It is something to keep in mind."

"As for the future, the weather favors our planting and we should have good stands. On the other hand, rainy weather hindered our evergreen digging considerably. The recent labor situation would indicate that costs are not going to be any lower, and they might well be higher next year. Increased transportation costs are still another factor with which to reckon. With the exception of a few spotty locations, we believe that in general demand will again exceed the supply in many lines."

Generally Good Season

From Wallingford, Conn., E. D. Robinson, of the E. D. Robinson Sales Agency, reports a generally good season. "The volume has been good," he continues, "but not unusually heavy due to shortages of many good items."

"The problem of getting material into the customers' hands in time for them to use it has been a very severe one with all shippers. This is due to a large extent to shortage of labor and also to the fact that our shippers of evergreens had to contend with 10 days of rain in April."

"We have seen shortages of many good items this spring. It would seem to us that the season of 1952-53 will find these shortages of stock even more of a problem than has been the case during the past shipping season."

J. J. Leghorn, Leghorn's Evergreen Nurseries, Cromwell, Conn., reports one of the heaviest digging

seasons the firm has ever had. "Fortunately," continues Mr. Leghorn, "we have had wonderful weather to get the shipments out. There has been plenty of rain and it has been unusually cool here for the spring of the year. The demand has been excellent for the larger landscape yews, which are our specialty."

"The help situation with us throughout this shipping period has been much better than it was here for the past several years. We are going to be extremely short on a good many sizes of evergreens for the next few seasons, and I believe prices here will continue on the same level as they have for the past few years. Our spring planting will be much lighter than it has been in the past, because of the shortage of good lining-out stock."

Satisfactory Labor Conditions

Satisfactory business and labor conditions are reported by R. H. Gardner, Gardner's Nurseries, Rocky Hill, Conn. Mr. Gardner reports that sales have been heavy in taxus and hemlocks, with the middle west taking practically all of the taxus. "Our business this spring has run 10 per cent above last spring, with much of the demand unfilled," continues Mr. Gardner. "Our plantings are rapidly coming up to top form, and our present orders for fall and spring seem to indicate this increase will be taken care of. We look for a satisfactory business next fall and for the spring of 1953, with an increase over this year."

A hectic spring in the Philadelphia area is reported by C. B. Staton, Possum Hollow Nurseries, Philadelphia. "Labor has been the top problem," he writes. "Wages of 90 cents to \$1.50 per hour for common labor and a weekly take-home pay of from \$60 to \$100 is not unusual, and still many nurserymen are unable to retain dependable help due to industrial competition."

"As we see it, the landscape nurseryman has had the toughest problem, for in addition to the ever-present labor situation, frequently prolonged rainy periods and serious scarcities of good finished plant material have made it difficult to execute a high-grade landscape planting. This has resulted in many landscape nurserymen's turning to grow-

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New York Landscape School

By Robert J. Kessler

The first landscape maintenance school for grounds keepers and park workers, sponsored by the Allegany county extension service and the New York State Agricultural and Technical Institute, Alfred, was held recently in the institute lounge.

The chairman of the meeting, Robert J. Kessler, head of the nursery landscape department of the floriculture division at the institute, introduced Director Paul B. Orvis, who welcomed the guests and spoke briefly of the institute's plans for a greatly expanded physical plant in nursery and greenhouse operations next year.

Speakers at the meeting represented the departments of floriculture and ornamental horticulture, plant pathology and entomology at Cornell University, and the several horticultural departments of the institute. Interesting excerpts from the talks are included here.

Wesley Parish, instructor in the agronomy department at the institute, led off the morning program with a talk on maintaining soil fertility. He stressed the importance of maintaining organic matter and its ability to make heavy soils lighter and light soils heavier, thus insuring better water-holding capacity. In addition, by maintaining a proper proportion of organic matter, soil temperatures will not fluctuate violently, and some fertilizer elements are also provided.

The use of chemical fertilizers to

supplement those supplied in organic materials like farm manure is often necessary. Generally speaking, however, a simple rule to follow is: If the plant is growing well and shows no signs of possible fertilizer deficiency like poor growth or yellowing foliage, leave well enough alone. Chances are it needs no fertilizer since most plants are not heavy feeders.

If poor growth or a soil test indicates the need for feeding, then, of course, take the necessary steps. Most shrubs and trees will respond only to nitrogen application. Nitrogen, of course, is the element that encourages green leaves and vegetation and delays maturity. Phosphorus hastens maturity and encourages seed development and root formation, while potash (potassium fertilizers) also hastens maturity and is necessary for food manufacture and food translocation within the plant.

Kenneth J. Hager, head of the greenhouse management department in the floriculture division of the institute, demonstrated how a soil test is run off to determine the availability of the basic elements—nitrogen, phosphorus and potassium—the level of calcium and the pH or acid concentration of a soil both by the colorimetric system and with the use of a potentiometer. He explained how to analyze the results of such a test. If it is convenient for the grower to send soil samples to Alfred for

testing, this service is rendered usually by students in practice work and then checked by the instructors concerned. If only a pH reading is desired, the county agent will usually render this service.

How to Prune Ornamentals

Mr. Kessler led the group into the shrub and evergreen gardens, where various types of pruning equipment were displayed. The importance of pruning flowering shrubs at the right time of year was stressed. Early-flowering shrubs which have their flower buds formed the previous season should be pruned after they have finished blooming in the spring. Examples of these are forsythia, redbud and flowering crab apple trees. If the plants are pruned early in the season, flower buds will be removed. An exception to this rule, however, is in the case of a badly neglected, overgrown specimen, which should have some pruning done, no matter what the season of year except possibly late summer. On such plants, "gradual renewal" pruning is practiced by removing unsightly or overgrown branches right to the ground. However, this is not done all at once, but over a period of years so that a butchered appearance is not developed.

Late-blooming plants which have their flowers borne on new growth, like mock orange, spiraea and deutzia can be pruned early in the spring, fall or winter.

Avoid pruning which develops boxlike shapes, except in the formal garden scheme where this is often desired. Most public buildings and homes have or should have their plant materials selected for the situation, and little pruning is then actually needed except to remove diseased wood or an unsightly branch. Never plant too close to walks where heavy traffic will injure the plants, thus necessitating constant pruning or removal of the shrub to a better location.

For evergreens, one prunes to remove diseased or badly formed branches or limbs, especially on pines, spruce, fir or hemlock; shearing is practiced on the smaller-leaved types like juniper, taxus, arborvitae and retinospora. This shearing operation is important on these types to develop proper shaping and a dense, full type of growth. It should be done

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Leading personalities at the 1-day landscape maintenance school held at Alfred, N. Y. Seated, left to right: Dr. John Cornman and Dr. A. M. S. Pridham, both of department of floriculture and ornamental horticulture, Cornell University; Dr. D. S. Welch, department of plant pathology, Cornell, and John Naegele, department of entomology, Cornell. Standing, left to right: H. Ira Blixt, Allegany county agent; Kenneth J. Hager, Robert J. Kessler and Vincent C. Smith, all of the floriculture division, New York State Agricultural and Technical Institute, Alfred.

Plant Notes Here and There

By C. W. Wood

As known in gardens, the genus *borago* is usually limited to *Borago officinalis*, a coarse annual which is usually confined to the herb garden. There are a few perennial species, however, some of which are ornamental. Of the latter, *B. laxiflora* is one of the best. Like most Corsican plants, it is uncertain this far north (in Michigan), although it usually survives the winter if it has a covering of snow. It is easily grown from seeds, often blooming the first year if started in March.

The literature tells us that the plant grows in moist, shady places in the mountains of Corsica; however, it was found in our trials years ago that it thrives with the ordinary amount of moisture if given shade, as on a north wall. In fact, its trailing habit makes it an ideal wall plant, and the admirable trait of blooming from April until the frosts of autumn (opal-blue stars set among rough, dark green leaves) gives it a prominent place among the champion long-time bloomers. We liked it especially well when planted with *Corydalis lutea*, another all-season bloomer; the two, one blue and the other yellow, make a summer-long picture that would suit most gardeners.

Fleabanes

An inquiry on *Erigeron leiomerus* prompts me to say a few words in praise of other native erigerons. It is interesting to know in this connection that the good fleabanes found in the world are chiefly American; yet, aside from *Erigeron speciosus* and perhaps one or two others, we in this country scarcely know them. By this neglect we are missing some excellent garden material, especially in cases where summer color is desired, for many of them bloom at that time of year. It is a large genus, numbering more than 150 species, many of them being native to the North American continent. It would be more confusing than enlightening to describe all the good native kinds; so the notes will be confined to a few outstanding ones.

There was a time in my experience when I considered the plant inquired about in the first sentence, *E. leiomerus*, to be the best of the alpine species; that was before I had made the acquaintance of the better forms of *E. aureus*. Now, after experiment-

ing with fleabanes for years, I am more firmly convinced than ever that it is unsafe to make any positive statements regarding their good and bad qualities until all the evidence is in, because most species are infinitely variable in small ways. Take *E. aureus* for instance. A poor form of it is drab, with small, dull yellow flowers; a good one is a glorious little picture, being made up of gray, hairy leaves an inch or two long, narrow and pointed at the tips. These form a neat clump from which rise 2 to 4-inch stems, each carrying a bright yellow daisy, an inch or so in diameter. All of this combines to make a lovely plant in the hands of a careful gardener. He need not be too careful, either, for this is one alpine that seems to be able to adapt itself to lowland conditions without too much fussing on the gardener's part. It did well here in a scree soil

of slight acidity, in a spot that was lightly shaded during midday.

It will be impossible in the space at our disposal to give as much attention to the other kinds I have in mind as was devoted to the preceding; so I shall hasten on with the following brief descriptions: *E. compositus*, white to lavender daisies on 2-inch stems over a mat of gray, hairy, much-divided foliage; *E. leiomerus*, a lovely shade of blue in its best form, two to three inches; *E. linearis*, a little gray-leaved shrublet to six or eight inches with pinkish to violet daisies; *E. flagellaris*, white to pink, spreading by rooting at the tips of its semiprostrate branches, but an excellent plant because of its long blooming season; *E. radicans*, lavender in its best form, blooming over a long period, on 3 to 5-inch stems, tending to be short-lived; *E. salsuginosus*, violet and lighter, per-

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haps white, to 12 inches; *E. trifidus*, pale lavender to white, two to four inches.

The tall fleabanes give us much good material both for the border and for cutting. The Oregon fleabane, *E. speciosus*, is to be numbered among the best of these. If it happened to be difficult to grow, we would be as eager to possess it as we are in the case of such temperamental beauties as *Meconopsis bettonicifolia*. As it is easy to grow, it is often passed by without thought. If it is used generously, it makes an excellent showing during June and July, when large, handsome, blue-violet daisies are displayed on 18 to 24-inch stems. All that is needed is a sunny spot in ordinary garden soil. Like most of the tall-growing fleabanes, it should be divided and reset in fresh soil at frequent intervals, at least every third year, and every other year is better. I do not know the parentage of *E. hybridus* Azure Beauty, though I suspect the preceding species is a part of its heritage. In any case, it is a splendid plant and has a good cut flower. It comes true from seeds, showing little variation in its doubleness and seldom with an open center; it is constant in color, being somewhat lighter than *E. speciosus* and perhaps more pleasing.

Lavatera

The mallow family has given man a good number of useful plants. That is true whether the field is viewed from the economic standpoint, when cotton comes forward for consideration, or from the aesthetic side, when hibiscus, sphaeralcea, althaea, malva, lavatera and others are ready to assert their claims for recognition. Of the ones just mentioned, the last, lavatera, has perhaps contributed the least to the hardy garden. In fact, it is almost exclusively known to gardeners in all except the warmer sections in the form of the annual *L. trimestris* and especially during late years in that species variety Loveliness or Sunset. Southern California offers two perennial (shrubby) kinds, *L. assurgentiflora* and *L. insularis*, neither of which was hardy here in Michigan, even under careful protection; another shrubby kind, *L. olbia*, from southern Europe, proved to be not much harder than the Californians. I was skeptical, then, when seeds marked *L. cachemiriana* came from Europe about 20 years ago; subsequent experience showed, however, that it, despite the specific name (Cashmir plants are seldom hardy this far north), can take about

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everything in the way of weather that northern Michigan has to offer. That is true not only with regard to low temperatures, but also as to droughts.

As it grew here, under field culture, it reached a height of two feet. I remember, though, that one American plant catalog in the early 1940's gave the height as five feet. That discrepancy may come from a typographic error, lapse of memory, or difference in soil; in any case, the plant is an excellent border ornament. Here it commenced to bloom in early June and continued throughout the summer, never prodigiously, but there were always enough of its bright pink mallows (to three inches in diameter) to create a pleasing picture.

The Vatican Sage

The words "salvia" and "sage" seem to mean something unpleasant to gardeners who are sensitive about colors and color combinations; mention either name and these sensitive souls hasten to change the subject to something more pleasant. They (the words) should, however, bring visions of beauty far beyond the fondest dreams of the scarlet sage addict. If the vision went no farther than the Vatican sage, *Salvia sclarea turkestanica*, it would be vivid enough to convince the most skeptical that sages can be lovely.

Here is a plant of much value to the landscape, possessing characteristics which a gardener would not willingly be without once he had known of them. Its height of three feet puts it in the "architectural" classification, and its large, whitish leaves, up to eight inches in length and half that much across, give it a massive appearance. These factors, all well enough in themselves, might not be sufficiently exciting, though, to cause one to cope with its monocarpic nature, if it had not the added attractions of pinkish stems and pyramids of pink-tinged white flowers in large papery bracts of a pleasing shade of rose.

It has the gratifying habit of blooming during the summer months, commencing that pleasing performance here in late June or early July and continuing well into August. Nor does its home in southern Europe mean that it fears cold, for safe wintering in this section (northern Michigan) is not unusual.

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western end of the Mediterranean, or the annual, *A. arvensis*, poor man's weatherglass, widespread in Europe and Asia and, according to Bailey, "sparingly run wild in North America." That means that the pimpernels, as generally known, are of limited value in the north. I once had (and lost during a severe winter) a small creeper from western Europe, which came to me under the name of *A. tenella*, that was hardy here and should be entirely so south of Chicago. Although no pimpernel is of major importance as a garden plant, the ones mentioned have their uses and the last could well find a place among the small ground covers. It did best here in a cool, moist situation, where it sent out flat branches, carrying a sprinkling of small, light pink flowers during most of the summer. It comes readily from seeds and may also be grown from cuttings of new growths under glass.

Boltonia

Misused by gardeners, if planted at all, and neglected by nurserymen (I am still looking for a source of supply for a friend of the named variety Snowbank, which was introduced not much more than 10 years ago), *boltonia* is scarcely known to the rank and file of the garden army. That is to be regretted, too, for a well-grown plant of *boltonia* can be made a lovely thing, especially as an airy relief to the many stiff and coarse plants of late summer and autumn.

Because *boltonias* are able to take care of themselves after once established, they are often neglected. A garden that I often visit in fall for its extensive planting of hardy asters, including many new kinds, offers an example of both ways of handling *boltonias*. In the wild part of the garden, the *boltonias* get about two feet tall and are just ordinary plants, though a pleasing relief to the stiff composites in their neighborhood, while in a rich corner, where they get all the moisture they want (and they do seem to want more than is generally given them), they exceed six feet in height, making a spectacular showing at their late season. If I knew where *Snowbank*, which I have seen and admired in a few private plantings, was to be secured, I would recommend it; in its absence, type *B. asteroides* answers the purpose well where a white is called for. Much better, however, as an ornament, is the bluish *B. latissquama*, with larger, showier heads. *Boltonias* can be propagated from seeds or divisions.

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This Business of Ours

Reflections on the Progress and Problems of Nurserymen

By E. Sam Hemming

NEW GROWTH

Poets and writers grow lyrical over the colors of fall foliage in plants, writing thousands of words about their beauties. Yet, in many respects, the colors of the new growth of plants in spring are every bit as attractive, and to this is added the promise of new life—a form of immortality. Our attention is not called to the beautiful colors of new plant growth in spring because of the great profusion of spring flowers that gain our first notice.

It has always been a disappointment to me that I am so busy in spring and fall that I barely have time to enjoy the seasons. The most attractive new growth of all plants is the soft green of a beech forest; it is probably the most beautiful early spring color we have. Next is the soft pink of the new leaves in an oak forest.

Brilliant red in foliage is not confined exclusively to fall. The Schwedler maple, the Japanese maples, the purple filbert and the copper beeches come out in spring with a show of brightness as beautiful as fall. Even among the evergreens, a plant like *Photinia serrulata* comes out with red candles of new growth that contrast with the dark green old leaves.

Another new leaf that always attracts my attention is that of the tulip poplar. This tree produces miniature leaves that are identical to the mature leaves that develop a week or so later.

Yellow plant foliage is not always as attractive as other colors, largely because the variegated arborvitae, etc., have been overplanted, but on some, it is interesting and attractive. The dwarf golden English yew is showy, but its yellow foliage is transient, soon hardening into a dark green. The yellow foliage is thus only a spring feature and does not spoil the plant for permanent use.

The new growth on boxwood of all types is a soft green and, unlike its character for the rest of the year, is pendulous.

While I am not too fond of the Koster blue spruce because of its stiff habit, the new growth is such a beautiful blue that it is no wonder it will always be popular with gardeners. The blue Mount Atlas cedar has the same beautiful blue and has a

much more graceful and picturesque habit. The new growth of pine trees, while not so striking as to color, is singular for its character; for about a week the shoots stand up like candles, just the reverse of boxwood, and later point outward or become pendulous, depending upon the species.

Sometimes the new growth on plants is actually queer; more than one customer has asked if their *Elaeagnus pungens* plants were diseased. The new leaves come out a silvery yellow with no apparent green, and they do indeed look sickly.

Another peculiarity of new growth is the speed with which it is made; it is not often called to our attention, yet if it were measured it surely would be phenomenal. We always look upon the Japanese maple as a dwarf tree, which it is, but if its new growth for the year is 12 inches, the

12 inches will all be accounted for in three or four days and no further growth will be made for another year. Other plants make their annual growth in this way, too, although in most plants growth is made over a longer period of time or in a succession of growths.

The new growth on many plants is strikingly beautiful, and surely it is a quality important enough to emphasize in the same way that fall coloring, fragrance, character and many other features are more usually stressed.

E. S. H.

SIDE LINES

Often in slack seasons we are tempted to add certain side lines to our main business effort with the idea of adding to our sales volume and, we hope, to our net profit. Or we are encouraged to add to our list of selling items certain related products by the logical entreaties of an enterprising salesman. Yet I wonder how many of these products or services really add to our sales and profits.

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ready so busy during the spring and fall planting seasons that any additional effort we must put out does not use labor that is being wasted, but rather calls for the hiring of additional labor or the use of labor already needed in handling plants. On that assumption it would be necessary that the side line be sold chiefly during our slack season, and there do not seem to be suitable items.

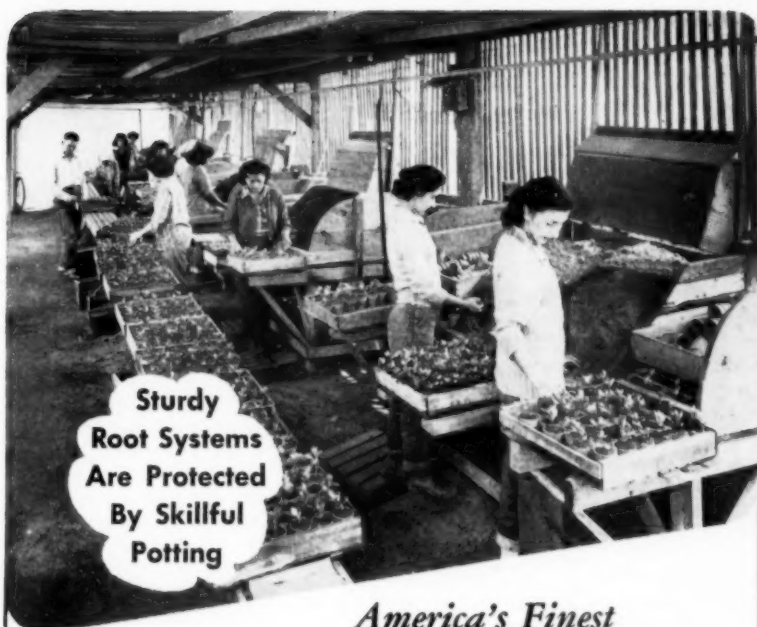
Another reason why side lines are not too successful is that the markup, particularly of nonperishable products, is less than it is for nursery stock. Thus, while you are busy, it is better to spend your efforts and labor handling and selling plants. Because of the slow turnover in nursery stock and relatively large capital outlay for land, labor and equipment, it is necessary that there be a seemingly large markup on plants. In the same manner, the labor required to dig and heel in plants has an effect on the markup. In contrast, products that can be put on a shelf, stored in bins or on a showroom floor do not require a high markup; in fact, competition keeps it down. Yet, if your whole business is geared to one type of effort, you will be lost if it is mixed with another.

Still another danger lies in handling two types of inventory. If your labor is geared to producing one kind of inventory (nursery stock), it is a mistake to use that labor in producing another type even in off times. If that type of inventory is really more profitable to produce than nursery stock, then perhaps you would be better off not in the nursery business; otherwise, keep producing nursery stock.

I suppose for a side line to be profitable it would have to use labor in slack season; it would have to have a markup geared to your other products; it would not only need labor in the slack season, but it would be necessary that it not need any labor in the busy season, and it would have to be an interest that can be considered at least complementary to the sale of plants. This sounds like an impossibility, which I am afraid it is.

Now that several years have gone by since the new roadside stands and garden centers have been built across the country, we can better evaluate their success. They seem to be a success where they are the main part of the business or are one autonomous branch of a large concern. Where they are a side line or are located in an area of sparse market, they do not seem to be successful, and I believe that will hold for any side line.

E. S. H.



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Thuja orientalis aurea nana		20c
Thuja orientalis bakeri		17 1/2c



P O BOX 196 MONROVIA, CALIF

Tree Maintenance

By Noel Wysong

OWNERSHIP OF TREES

Trees often are esteemed far in excess of their monetary value. Authorizing the removal, or even pruning, of shade trees that stand on publicly owned land sometimes provokes a tremendous amount of adverse criticism and aggressive opposition. Removal of trees for road or street widening and for other reasons honestly calculated to be in the public interest has caused controversies, community quarrels and even court action, times without number. Each spring brings a renewal of road construction operations and, generally, a number of cases in which work is halted pending the settlement of disputes involving the ownership of trees and all rights pertaining thereto. This year has been no exception.

In the process of widening a Michigan highway recently, some 130 maples that bordered the road as it passed through a small village were ordered cut down. Perhaps the road-widening job was not publicized greatly before starting work; or, possibly, the people in the village did not realize that removal of the trees was planned as a part of the operation. At any rate, serious opposition apparently failed to develop until the contractor began taking down the maples. But by the time he had felled 23 of the trees, the housewives of the village had organized a volubly protesting committee. They established a picket line, some reportedly brandishing saws and hatchets, while others kicked ladders from under workmen, leaving them stranded in the trees. Needless to say, work was stopped. Then, these militant ladies secured a temporary injunction to prevent further cutting of the trees and took the case to the state Supreme court. The court ruled that the trees should be cut.

A somewhat similar incident is reported from a California city. The city council had deemed a large oak that stood in the center of the street a "hazard" and ordered its removal. When the workmen arrived to do the job, they found a group of irate ladies who, incensed at the council's order, had stationed themselves around the tree determined to prevent its destruction. The city council backed down and at last report the oak is still standing.

While such arguments may seem more humorous than otherwise to

outsiders, to those immediately involved it is serious, and often costly, business. Since the arborist who has been hired to do the actual tree removal work is usually squarely in the middle in such unpleasant situations and often left holding the bag financially, it is well for him to learn exactly where he stands legally before he proceeds with the job.

Trees in the parkway, the strip of land between curb and sidewalk on city streets, may or may not be owned by the city. Ordinarily, ownership is vested in the city because, usually, the parkway is included as a part of the street which is owned by the city. There are exceptions, however. In some cities the owner of property along a street is also the owner of the trees in that part of the street that adjoins his land. And even in cases where the city is clearly the owner of parkway trees, city officials often are reluctant to order the removal of such trees in direct opposition to the will of adjoining property owners. Illustrative of this attitude, authorities of an Illinois village de-

cided that a number of old cottonwood parkway trees should be removed, deeming them to be a hazard to life and property. Replacement of the poplars with trees of a more desirable species was planned. Adjacent property owners were contacted and advised of the proposed plan well in advance of starting work. Most of the owners readily agreed with the proposal; a few, however, objected violently on the grounds that the large trees provided shade for their homes, whereas the small replacements would not do so for many years. In such individual cases the poplar involved was left standing, even though all others in the block were removed. Regardless of the wisdom of such action, the arborist who held the tree removal contract suffered no financial loss, for all disputes had been amicably settled before he began work.

Another case ended less happily for the arborist. A number of old willows, stag-headed and badly decayed in the trunks, but still alive, stood in a small park adjacent to the sidewalk. Park authorities considered them hazardous and made arrangements with an arborist for their removal. Felling of the first of these willows brought a storm of protest from nearby residents who placed a



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DELAWARE

high sentimental value on the trees. The work was stopped and the removal order canceled. The arborist's work schedule was disrupted, and the accomplishments of his workmen for the day did not yield enough returns to pay their wages.

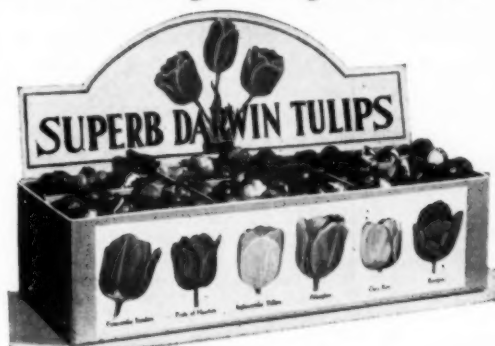
Even when trees stand on private property, problems involving ownership may arise. A property line is somewhat in the nature of an invisible, vertical plane extending both above and below the surface of the earth. A landowner owns all objects or parts thereof of a permanent nature which are attached to his land and are on his side of this invisible plane. Hence, when a tree is standing upon the line dividing two properties, with the trunk extending partly upon one property and partly upon the other, it has two owners. Neither of the owners can, according to law, cut or otherwise injure the tree without the consent of the other. When an arborist is employed to prune, or especially when he is asked to remove, a property line tree, he should make sure that both owners are in agreement concerning the service he is expected to render, and he should also determine how his bill is to be split between the two owners. The latter is an important consideration.

When the trunk of a tree stands wholly on the property of a landowner, he owns the tree even though the branches may extend across the property line and over the land of another. The owner can order the tree pruned or otherwise treated and be within his legal rights. But if the trimmings fall upon the land of the adjacent property owner, thereby causing him injury, the owner of the tree is liable, and removal of such fallen branches can result in an action of trespass. Therefore, for his own protection, when an arborist performs work upon such trees he should secure permission to enter upon the lands of the adjoining property owner for such purposes, rather than taking it for granted that there will be no objection.

Certainly, the arborist can hardly be expected to know all of the legal rulings and statutes concerning tree ownership. But he should become sufficiently familiar with court decisions that have been rendered within his own state or county, and with the ordinances of his community, to protect himself adequately. Such information plus the exercise of good judgment and the use of a little diplomacy can stop many an argument before it starts. And it may mean money in the bank for the arborist.

N. W.

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PRICES (Per Pound)	.010" Gauge	.016" Gauge	.020" Gauge
1 to 5 lbs.....	\$2.75 ppd.	\$2.50 ppd.	\$2.40 ppd.
5 to 45 lbs.....	2.37	2.14	2.00
50 to 95 lbs.....	1.82	1.64	1.54
100 to 495 lbs.....	1.64	1.48	1.38
500 lbs. and over.....	1.48	1.34	1.24

PACK: 5-lb. paper bags—50 lbs. per case.

TRANSPORTATION TERMS: F.O.B. Ottawa, Kansas, except on 1 to 5-lb. lots, which are postpaid. On shipments direct from the factory, freight prepaid or allowed at minimum rate on shipments of 100 lbs. or over.

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No.	Color	Length	Cut	Thickness	Approx. count Per lb.
17225	Red	4 ins.	$\frac{5}{16}$ in.	.010 ins.	2800
17229	Red	5 ins.	$\frac{5}{16}$ in.	.010 ins.	2250
17404	Red	4 ins.	$\frac{5}{16}$ in.	.016 ins.	2250
17406	Red	4 ins.	$\frac{1}{4}$ in.	.016 ins.	1650
17411	Red	5 ins.	$\frac{5}{16}$ in.	.016 ins.	1700
17407	Red	5 ins.	$\frac{1}{4}$ in.	.016 ins.	1200
17143	Red	4 ins.	$\frac{5}{16}$ in.	.020 ins.	1800
17231	Red	5 ins.	$\frac{5}{16}$ in.	.020 ins.	1450
17403	Red	6 ins.	$\frac{5}{16}$ in.	.020 ins.	1080
17408	Red	8 ins.	$\frac{3}{8}$ in.	.020 ins.	450

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	Per 100	Per 1000
Taxus Media Brevifolia, R.C.	\$ 10.00	\$90.00
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Taxus Cuspidata Spreading, R.C.	9.00	80.00
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Coming Events

MEETING CALENDAR

June 20 and 21, New Mexico Association of Nurserymen, La Vista dining room and courts, East Clovis, N. M. (See June 1 issue.)

June 20 to 22, summer meeting of the Wisconsin Nurserymen's Association, Deer Trail lodge, Heafford Junction.

June 22 to 24, Mississippi Florists' and Nurserymen's Association convention, Heidelberg hotel, Jackson, Miss.

June 24 and 25, summer meeting of the Kentucky Nurserymen's Association, Howard Tilson's Spruce Hill Farm, Lexington. (See May 15 issue.)

June 24 and 25, Missouri short course for nurserymen, Tiger hotel, Columbia, Mo. (See program June 1 issue.)

June 25 and 26, spring meeting, Oregon Association of Nurserymen, Benton hotel, Corvallis, Ore.

July 10 and 11, nursery and landscape management conference, Michigan State College, East Lansing.

July 12 and 13, All-America Rose Selections, Hotel Statler, Detroit, Mich.

July 13 and 15, National Landscape Nurserymen's Association, Hotel Statler, Detroit, Mich.

July 13 to 17, American Association of Nurserymen, Hotel Statler, Detroit, Mich. (See program April 1, May 1, June 1 issues.)

July 31 and August 1, summer meeting of the New York State Nurserymen's Association, Niagara Falls, N. Y.

August 6 and 7, joint meeting, North Carolina Association of Nurserymen and Virginia Nurserymen's Association, University of North Carolina, Chapel Hill, N. C.

August 8, summer meeting, Iowa Nurserymen's Association, Charles City.

August 11 and 12, National Mail Order Nurserymen's Association, La Salle hotel, Chicago, Ill.

August 12 to 14, summer meeting, Ohio Nurserymen's Association, Rieger hotel, Sandusky, O.

August 14, summer meeting, the New England Nurserymen's Association, Wyman's Framingham Nursery, Framingham, Mass.

August 17 to 19, annual meeting of the Southern Nurserymen's Association, Admiral Semmes hotel, Mobile, Ala.

August 18 to 22, National Shade Tree Conference, Hotel Statler, Boston, Mass.

August 21, annual summer meeting of the Pennsylvania Nurserymen's Association, Eisler's Nursery, Butler, Pa.

MICHIGAN PROGRAM

A comprehensive survey of today's nursery industry will highlight the nursery and landscape management conference to be held at Michigan State College, East Lansing, July 10 and 11. Most of the speakers will be members of the college staff.

The morning session of July 10

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SPECIAL LIGHT	(Packed 200 in carton)			Per 200	Per 200	Per 1000	
No. 0	5 1/2 ins.	5 ins.	6 ins.	25 lbs.	\$5.50	\$25.00	
No. 1	6 1/2 ins.	6 ins.	7 ins.	40 lbs.	7.50	35.00	
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STANDARD HEAVY	(Packed 100 in carton; 300 or more at 1000 price)			Per 100	Per 100	Per 1000	
No. 0	5 1/2 ins.	5 ins.	6 ins.	30 lbs.	\$3.25	\$30.00	
No. 1	6 1/2 ins.	6 ins.	7 ins.	50 lbs.	4.50	42.50	
No. 2	9 1/2 ins.	7 ins.	8 ins.	74 lbs.	5.00	47.50	
No. 3	9 ins.	8 ins.	9 ins.	82 lbs.	5.50	52.50	
(Packed 25 in carton)				Per 100	Per 25	Per 50	Per 75
No. 4	13 ins.	12 ins.		130 lbs.	\$7.00	\$13.25	\$19.75
					Per 100	Per 1000	
					\$23.75	\$210.00	

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will include a discussion of insects, by the college's department of entomology; a talk on "New Developments in Disease Control," by Prof. F. C. Strong; "Modern Methods of Weed Control," by Dr. B. H. Grigsby; "Latest Developments in Growth Regulators," by Dr. C. L. Hamner, and a talk on dwarf rootstocks for fruit trees, by Dr. R. F. Carlson.

Prof. Carl F. Wedell, department of horticulture, Long Island Agricultural and Technical Institute, Farmingdale, N. Y., will open the afternoon session with an address on "Special Planting Design for the Ranch House." He will be followed by a series of group forum discussions on the subjects of lawn management, landscape practices, pest control, arboriculture and plant materials. A business meeting will conclude the session, and tours of the campus will follow.

An evening session will include movies on "The Life of the Soil" and "Soil Structure: Key to Productivity." Discussions of Krihium, organic materials and soil problems will be featured.

Dr. John Tomkins will open the morning session of July 11 with a talk on small fruits. He will be followed by Prof. F. L. O'Rourke, who will discuss the community nursery-

man. Prof. Wedell will return for an address entitled "Don't Take Orders."

The afternoon session will be opened by Kenneth A. Brent, managing editor of the American Nurseryman, speaking on business management. A second series of forum discussions will follow, featuring Professor O'Rourke; Prof. Harold Davidson; C. A. Boyer, chief, bureau of plant industry, Michigan department of agriculture, and Prof. J. T. Cox.

DADE COUNTY ELECTS

Raymond E. Turner was elected president of the Dade County Nurserymen's Association at its recent meeting at Miami, Fla. Mr. Turner succeeds Earle R. Kelly, Ornamental Gardens, Miami. New vice-president of the association is Elliot E. Hendry, who replaces Alan R. Englebright. James Griffin, Gainesville, is the new secretary, succeeding Myrtle Armstrong, Miami. William F. Hull is the new treasurer.

AFTER 30 years of operation, Howard R. Pennypacker has given control of the Pennypacker Nurseries, Phoenixville, Pa., to his two sons, Howard S. and T. Carlisle.

ORNAMENTALS

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Apple, 2-yr.; Pear, 2-yr.;
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OBITUARY

George L. Ehrle

George L. Ehrle, 73, Clifton, N. J., originator of the double Gypsophila ehrlei, died of an internal hemorrhage April 26, at Passaic General hospital, Passaic. Mr. Ehrle owned and operated George L. Ehrle Nursery, at Clifton, which he founded in 1921.

He was at one time associated with Julius Rochrs Co., Rutherford, and later worked with Bobbink & Atkins, East Rutherford, for 25 years before starting his own business. He specialized in the growing of perennial plants.

A member of the American Association of Nurserymen and the New Jersey Nurserymen's Association, Mr. Ehrle was also at one time affiliated with the New York Florists' Club. He served on the county board of agriculture in addition to his other activities.

The firm, a wholesale nursery business, will be continued by his widow, Carolina; a daughter, Mrs. Katharine Sauer, and two sons, Elwood and George.

Julius Kohankie

Julius Kohankie, 79, owner of Julius Kohankie & Sons and for many years a Painesville, O., landscape architect, died April 22 at Cleveland.

Mr. Kohankie was born at Painesville in 1872 and was the youngest and last surviving member of a family of seven brothers, five of whom were engaged in the nursery business. In 1913, he established his landscape and nursery business at Painesville. He was active in the Lake County Nurserymen's Association before his retirement several years ago. His firm is a member of the American Association of Nurserymen.

Surviving are his two sons, Charles J., of Painesville, who has been carrying on the business established by his father; Phillip, a nursery inspector for the Ohio department of agriculture, and two daughters, Mrs. Jane Havel, Mentor, whose husband owns and operates Havel's Flowers, and Mrs. J. G. Newton.

Hugh Dinsmore Britt

Hugh Dinsmore Britt, 73, pioneer Benton county, Arkansas, nurseryman and operator of Britts Nursery, the state's oldest, died at Bentonville, Ark., May 2.

Mr. Britt was born and reared in the Droke community, west of Rog-

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Evergreens
Lining-out stock
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ers, Ark., the son of William Preston and Sarah Ann Droke Britt. Britt's Nursery, established by William Britt and licensed by the state in 1888, was continued by Hugh Britt on the original family homestead.

Mr. Britt had served as a member of the Arkansas plant board for the past 22 years. He was a member of the Rogers lodge of Modern Woodmen of America.

He is survived by his widow, Roberta, and two stepsons, Sammy Caldwell, Bentonville, and Gene Caldwell, serving with the United States Air Force in Germany.

Raymond J. Clavey

Raymond J. Clavey, 52 years old, died May 21 in the offices of the F. D. Clavey Ravinia Nurseries, Deerfield, Ill., with which he was associated. Services were held May 24.

Mr. Clavey, who resided at Deerfield, formerly was tax collector and justice of the peace in West Deerfield township. He was an older brother of Roy Clavey, president of the nursery company. Surviving are his widow, Dorothy; a son, Frederick; a daughter, Mrs. Patricia Nien, and four grandchildren.

William Thomas Handy

William Thomas Handy, 74, retired Fairview, Ore., nurseryman, died April 12 at Portland.

Born at Shelbyville, Ind., Mr. Handy moved to Missouri when he was 16 and came to the Fairview-Gresham area in 1929. There he founded a nursery business, from which he retired in 1947.

Surviving are his widow, Grace; five sons, Ernest, Woodburn; Glenn, Fairview; Ivan, Troutdale; Donald, Portland, and Eddie, owner of Eddie Handy's Nursery, Portland. Also surviving are a daughter, Mrs. Martha Kirby, Portland, and 11 grandchildren.

SAM CICALA, owner of Plant Sales, Hinsdale, Ill., has started nursery operations at Westchester, Ill.

J. R. Boyd, President John T. Boyd, Vice-president
H. B. Stubblefield, Supt.

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	Each		Each
Baker Arborvitae.		Juniperus Excelsa Stricta.	
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4 to 5 feet.....	2.25	18 to 24 inches.....	1.50
		24 to 30 inches.....	1.75
		3 to 4 feet (sheared)...	2.65
Bonita Arborvitae.		Juniperus Pfitzeriana.	
18 to 24 inches.....	1.50	(Full plants.)	
24 to 30 inches.....	2.00	12 to 15 inches.....	1.25
		15 to 18 inches.....	1.75
Excelsa Arborvitae.		Juniperus Pfitzeriana Compacta.	
30 to 36 inches.....	1.40	15 to 18 inches.....	1.75
3 to 4 feet.....	2.00		
Berckmans Golden Arborvitae.		Juniperus Sabina.	
30 to 36 inches.....	2.50	12 to 15 inches.....	.90
36 to 42 inches.....	3.00	15 to 18 inches.....	1.15
		18 to 24 inches.....	1.60
Juniperus Andorra.		Juniperus Chinensis Sylvestris.	
15 to 18 inches.....	1.00	3 to 4 feet.....	2.25
18 to 24 inches.....	1.50		
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COVER ILLUSTRATION

Rosa Harisoni

One of the old-fashioned yellow roses, common in the early American gardens, is Harison's Yellow, *Rosa harisoni*. This rose is a hybrid between *Rosa foetida* and *Rosa spinosissima*. It had its origin about 1830 in the garden of Revered Harison in New York city.

Harison's Yellow rose is an upright-spreading shrub of about six feet in height, with reddish stems. The leaves are alternate, pinnately compound with five to nine small leaflets.

The outstanding characteristic of *Rosa harisoni* is its double, pale yellow flowers, which are produced in abundance. The flowers are about two inches in diameter and are in bloom the latter part of May or early June. The flowers are not quite so double as those of the Persian Yellow rose, *Rosa foetida persiana*, but the plants are more hardy. The fruits are nearly black in color.

As with most roses, Harison's Yellow rose should be planted in good soil, in sunny situations. Since this species is a bush rose and hardy, excessive pruning is not required. Pests are not troublesome. Propagation can be accomplished by cuttings.

This old-fashioned rose will continue to be used in a limited way as individual specimens and as plants for the shrub border. L. C. C.

HEALING POTHOLES

A pothole is an area of ground where silt from surrounding land has clogged pores, resulting in a basin which holds water and thus further complicates the problem by keeping oxygen from the soil. The blighted area spreads as water gradually accumulates in the basin, the normal drainage of the soil having been halted.

According to W. C. Krueger, extension engineer, Rutgers University, New Brunswick, N. J., the first step that must be taken to restore such an area to production is to reduce the water load. This may be done by terracing around the upper rim of the basin. Pores in the soil can be reopened in many cases by applying heavy coatings of gypsum and ground limestone. Deep tillage or soil chiseling is effective where the subsoil is permeable and lies above the water table.

Vertical drainage, often necessary in stubborn cases, is a little more complicated. Tile or stone fill is used to lead the water down to a level where it can flow off.

MORE SPRING REPORTS FROM WEST AND SOUTH

Here are some reports on spring business from wholesalers in the south and west which could not be included in the general story in the preceding issue of the American Nurseryman. They are published here in the interest of giving this timely subject the most complete coverage possible.

O. L. Weeks, Weeks Wholesale Rose Grower, Santa Ana, Calif., reports that "From our own standpoint we can say that we completed our winter shipping in early March and were generally pleased with the weather conditions this winter. Early fall frosts this past season hardened the plants well, and they kept ideally during the shipping period.

"With the exception of two or three varieties of roses which seem to be losing favor with the buying public—for reasons which we cannot explain—we were cleaned up by the end of the season. We have had many good reports on the condition of stock upon arrival and its performance after reaching the retailer. We had the privilege of seeing thousands of these plants growing.

"We met no particular difficulty in shipping and our own labor problem was nil during this season. From the appearance of our fields now it looks as if our crop will be just about at the same level as it has been. We are coming into the summer budding season with understocks of the same approximate quantity as we have had in the past few years, and we do not anticipate any increase in this material.

"I think prices will remain about the same as last year, although there may be a slight increase in a few varieties of roses. It is early to tell whether there will be any serious shortage of varieties, but I think this would be the case only in a few of the new varieties."

"We had a good selling season here in the Pacific northwest," reports E. (Mike) Dering, Peterson-Dering, Scappoose, Ore. "It would stay warm for a couple of weeks and then cool off for a couple of weeks, which spurred the people to plant each time it was warm. I would say that we had one of the best selling seasons that we have had for a number of years. However, our 1951 growing season was anything but good. The demand for roses appeared to be high, due largely to the great number of new homes being constructed here on the Pacific coast.

"Our labor situation is ample at

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Hexe
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Pisifera Crippsii
Pisifera Obtusa Gracilis
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*Thuja

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Cuspidata
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Cuspidata, No. 17

*Bed-grown and will be shipped bare root.

\$175.00 per 1000

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Slightly broader than regular Globe, but almost round; compact, dwarfish.

15 to 18-inch spread
18 to 24-inch spread

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June Bud Peach
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Ornamental and Shade Trees

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(Wholesale Only)
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Broad-leaved Evergreens and a general line of quality ornamentals.

THE TANKARD NURSERIES
EXMORE, VA.

the present time. We have not had the influx of war work that we did a number of years ago. There appears to be ample help even here in our small community. We had no trouble whatsoever with shipping. We got good car service from the railroad and good truck service from the trucking company.

"The weather this spring has not been ideal for starting out roses, but we do have good stands of buds and cuttings and I think that this is generally true throughout our locality. We have not lost roses due to frost, as was the case last year. We anticipate better than a normal crop for this fall.

"I think that the prices will stay as they were during the past season; we do not see any necessity for raising prices this time and neither do we deem it advisable to lower prices."

Julia Hausch, Roseway Nurseries, Portland, Ore., reports that, because of heavy losses in a late spring freeze during April, 1951, the Roseway Nurseries had to buy a large percentage of their roses to take care of their regular trade. She adds that they sold all but a few hundred of them.

"Our crop for fall, 1952-spring, 1953, looks good," states Mrs. Hausch, "and now that danger of frost damage is over, we are feeling happy about the season ahead. Prices will be held at last season's level, as with the increased freight costs to our customers we do not feel that they can stand an increase in price in spite of our rising growing costs.

"We have been able to secure all the labor needed to keep our operation going in first-class shape and are using machinery wherever possible to cut down on the ever-increasing labor costs.

"We have a beautiful group of cuttings prepared for budding this summer, most of which were planted last fall.

"Our retailers report a good sales-yard business; however, mail-order business is off, according to reports we have had."

George A. Cultra, Morning Star Nursery, Rives, Tenn., reports the conclusion of a successful season. "While we were short on a good bit of stock," says Mr. Cultra, "our volume should be in the neighborhood of the previous season's business. The demand has been particularly strong for flowering shrubs as well as evergreens. The shortage of flowering shrubs seems to arise from the fact that we had an extremely cold winter during 1950-51, and many flowering shrubs were damaged by the cold weather. It appears to me that these shrubs will



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NO COLLECTION—NO CHARGE
Freight bills not over two years old checked for 35 per cent of any amount found. Nothing found, no charge. It takes just three cents to mail your claims. We do the work and furnish postage.

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TAXUS — JUNIPERS — THUJAS
HEMLOCKS — DEUTZIA GRACILIS
and ROSEA — WEIGELA EVA
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**SEMME'S
NURSERIES**

AZALEAS - CAMELLIAS
and other choice evergreens

Wholesale Catalog SEMMES, ALA.

be in demand again this season, but an extreme drought of seven or eight weeks in most sections last spring will result in crop shortages.

"The evergreen situation remains the same, and the supply has not quite caught up with the demand, caused by the heavy building program. While there are a good many evergreens in the country, the shortage of landscape-size material is still critical, and I feel that it will be a few years yet before specimen stock will be on the market in quantity.

"We have tried to plant our usual quantities in most varieties of stock, so as not to get an overproduction of some varieties in our field. We have increased our plantings of a few items of which we have been short and for which the demand has been particularly heavy, while, on the other hand, we have dropped a few items for which the demand and the price have been poor. We feel that the nursery business will continue to be prosperous for several more years, at least until the supply can catch up with the demand; as long as people are building homes, they are going to need nursery stock.

"We have managed to keep a fair supply of labor so far, but we are like everyone else in the busy season: We never have enough.

"We are having little in the way of shipping problems because the majority of our stock is shipped by car-load lot, and we have managed to get cars any time we needed them. We try to ship as little as possible by railroad and truck unless the distance is short, as the delivery time is so uncertain; the stock may be dried out upon delivery. We still advise shipping by express if there is any great distance, so as to insure prompt delivery."

WRITE FOR REDBOOK

Nurserymen Isabel and Wellington Kennedy, operators of Kennedy Nursery, Greenwich, Conn., are taking a flyer in the publication field as authors of Redbook Magazine's new garden section, "Tops for Your Garden," beginning in the June issue. The new service feature will be built around mail-order advertising and will serve as a guide to homeowners with gardening interests.

SPRING has marked the opening by the Peter Rush Greenhouses, Wayne, Mich., of a cash-and-carry sales lot for shrubbery, bulbs and plants.

90,000 BURFORDI HOLLY

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12140 Harry Hines
Boulevard

5,000 in 1-gallon cans
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where we really
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PRICES

Dallas		Scottsville
\$0.85	1-gallon cans	\$0.80
2.20	5-gallon cans	2.00

Add 10c to gallon and 20c to 5-gallon for berries.

(NO INCREASE OVER LAST TWO YEARS)

Plants are little light now; nevertheless, are moving out every day (not fast), but they are **GROWING FAST**, and, of course, those selected will be largest now and naturally still largest by this fall. Buy them and use some for summer planting and, also, by having them, assure yourself the best for fall, winter and spring selling.

CUSTOMERS TAKING DELIVERY NOW OR PLACING ORDER FOR LATER DELIVERY AND LEAVING 25% DEPOSIT (WHICH IS WAY WE PREFER TO HAVE IT) WILL BE GIVEN 20% OF STOCK IN BERRIED PLANTS AT NO EXTRA CHARGE.

*These are conservative counts but closely approximate, and half this many more to be planted in next two months.

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Our Specials in Lining-out and Finished Stock Includes:

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Hall's Japanese Honeysuckle.	Per 100
Medium Clumps	\$7.00
Medium Liners	1.50
Vinca Minor (Hardy Myrtle)	
Medium Clumps	3.00
Medium Liners	1.50
Immediate Shipment.	

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NATIVE ORCHID

	Per 100	Per 1000
Cypripedium Acaule, Native Orchid.		
Heavy, blooming-size plants	\$6.00	\$50.00
Medium plants	5.00	40.00

VINCA MINOR

Vinca Minor, Myrtle Vine.		
Medium liners	2.00	8.00
Medium clumps	4.00	30.00
Heavy clumps	5.00	40.00

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**PACKED FRESH
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BELLIS	Per 1/2 oz.	Per oz.
enorma, dbl. crimson.....	\$0.60	\$1.50
dbl. rose60	1.50
dbl. white60	1.50

CARNATION Grenadin	Per 1/2 oz.	Per oz.
Black King	\$0.45	\$1.80
Golden Sun .....	.45	1.80
Snow White .....	.45	1.80
Triumph Pink .....	.45	1.80
White Gold .....	.45	1.80
mixed .....	.45	1.40
dwarf dbl. scarlet .....	.45	1.50

DELPHINIUM	Per 1/2 oz.	Per oz.
Belladonna Clivedon Beauty, lgt. blue	\$0.45	\$1.00
Belladonna Imp. lgt. blue.....	.65	1.80
Gold Medal hybrids.....	.45	.90
Lamartine .....	.60	1.80
Wrexham (Hollyhock-fl.), mixed	.60	1.50

Pacific Giants hybrids	Per 1/2 oz.	Per oz.
Black Knight, dk. blue (dk. B)	1.50	5.25
Blue Bird, clear medium blue (white B)	1.50	5.25
Bluejay, clear medium blue (dk. B)	1.50	5.25
Camellard, pure lavender (dk. B)	1.50	5.25
Galahad, glistening white (white B)	1.50	5.25
Guinevere, lgt. pinkish-lavender (white B)	1.50	5.25
King Arthur, dk. violet (white B)	1.50	5.25
Lancelot, clear lilac self (white B)	1.50	5.25
Percival, white (dk. B)	1.50	5.25
Summer Skies, clear lgt. blue (white B)	1.50	5.25

PANSY Swiss Giants	Per oz.	Per lb.
Adria, navy-blue	\$1.00	\$60.00
Alpenglow, cardinal to wine-red	4.00	55.00
Berna, dk. velvety violet-blue Flame, bronze-colored	4.00	55.00
Jungfrau, pure white	4.00	55.00
Rhinegold, canary-yellow with dk. brown blotches.....	4.00	55.00
Silverbride (Mont Blanc), silvery-white and violet blotches	4.00	55.00
Velvety Jewel, deep purple..	4.00	55.00
mixed	3.40	47.00
dwarf mixed	3.40	50.00

PYRETHRUM	Per 1/2 oz.	Per oz.
roseum Gt.-fl. rubrum.....	\$0.85	\$1.80
white .....	.85	1.80
mixed .....	.85	1.40

VIOLA cornuta	Per 1/2 oz.	Per oz.
Admiration, lg.-fl. rich violet.	.45	1.00
Blue Beauty, small-fl., compact large leaves, 100% true....	.60	1.50
Blue Butterfly, violet-purple with white .....	.75	2.15
Blue Perfection, lg.-fl. ....	.55	1.25
Chantryland, small-fl. apricot	.65	1.80
Gustav Wernig, very small- fl., large stems, curled leaves, 100% true .....	.80	2.45
Hona, lg.-fl. wine-red .....	.55	1.25
King Henry, very small-fl. true .....	.45	1.00
Lord Nelson, lg.-fl. violet-blue	.55	1.25
Lutea splendens .....	.50	1.10
Miss Helen Mount, small-fl. yellow with purple.....	.60	1.40
Papilio, small blue and white.	.45	1.00
Papilio, small-fl. deep violet..	.60	1.50
White Perfection, lg.-fl. ....	.50	1.10
milky-white .....	.55	1.20
large-flowered mixed .....	.45	1.00
small-flowered mixed	1.10	3.40
nutralli, yellow .....	.80	2.45
odorata mixed		

HERBST BROTHERS
92 WARREN ST. NEW YORK 7, N.Y.

FUN FOR ALL AT DETROIT

[Continued from page 9]

participation in the "Plant America" program. The afternoon will be taken up by a boat trip for the whole family up the Detroit river. Supper will be served on board, and there will be music and dancing.

Tuesday morning will also be left unfilled for the women, with a luncheon given by the ladies' auxiliary at the War Memorial building as the day's first engagement. The auxiliary plans to have a business session after lunch as well as some entertainment, details of which are being kept secret. A trip to Greenfield village for the teen-agers will begin that morning at 11 a. m. This unique project is only 10 miles from downtown Detroit and is actually a replica of an early American village, equipped with a busy blacksmith shop and flour mill to mention only two of the attractions. One of the major points of interest in the village is the Henry Ford museum, a structure that covers an area of 14 acres and which houses thousands of items of Americana ranging from some exquisite silverware made by Paul Revere to the huge Ford trimotor that carried Rear Admiral Byrd across the South Pole in 1928.

Trip to Bob-Lo Island

A trip to Detroit's Bob-Lo island will be the high spot for teen-agers on Wednesday. The trip is made by boat, and the outing will last about half the day. Bob-Lo island is located down the Detroit river, at a spot just before the river enters Lake Erie. On the island are a large amusement park, tables and benches where picnic lunches may be eaten and restaurants where food may be purchased at reasonable prices for those not as ambitious as the picnickers. There are, in addition, facilities for roller skating, miniature golf, baseball and other sports activities, as well as some pleasant and peaceful walks along the Lake Erie shore of the island for the teen-agers' weary parents. So that mothers will be able to accompany their offspring, the day has been left open as far as activities for the ladies are concerned.

The Bob-Lo outing will probably be completed by 2:30 p. m., allowing the travelers to attend the presentation to the city of Detroit by the A. A. N. of a model fruit garden in Rouge park. The garden has been architecturally designed, and the association hopes that it will give city children a better conception of the growth process of the fruit that they can so easily purchase at the store.

That evening, one of the major

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social events of the convention will take place when the past presidents' banquet is given in the Main ballroom. A reception in the Ivory room will precede the banquet. After dinner, the guests will engage in social dancing, with the occasional intervention of some planned entertainment.

On Thursday, the final day of the convention, the whole family, father, mother, sons and daughters, are invited to attend the final luncheon, at which Briant Sando, president of the Sando Co., Orange, Calif., will speak about selling the nurserymen's services and his personality. The association officers for 1952-53 will also be installed at this time.

FLORIDA NURSERYMEN VOTE TO REORGANIZE

[Continued from page 8]

The result was passing of a motion by M. J. Daetwyler that there be further consideration of the resolution and motion by nurserymen and florists at their separate closed business meetings.

Nurserymen Reaffirm Decision

Immediately following the general assembly, the nurserymen's group convened. The report of President Stabler on the counter proposal resulted in a motion to reconsider the previous action of the nurserymen to withdraw from the parent organization. Considerable discussion ensued, but in the end reconsideration was voted down, reaffirming the decision to form the new Florida State Nurserymen's and Growers' Association.

Out of the discussion came an idea to form a council or similar organization in which the nurserymen's, florists' and allied groups would hold representation in order that there be one central organization to further mutual interests. However, no definite action was taken on this, as it was felt that this was an idea to be worked on later.

At this point, the nurserymen adjourned for a Dutch treat luncheon. A report on the remaining portion of the convention will appear in the next issue of the American Nurseryman.

MEADOWBROOK NURSERIES, Englewood, N. J., are landscaping the New Jersey turnpike. Nurserymen desiring a scale map and information on the turnpike will be sent a free copy on request to Harry E. Rose, New Jersey Turnpike Authority, 223 East Hanover street, Trenton.

Imported Holland Bulbs

DARWIN TULIPS.	PER 1000 FIRST SIZE	DOUBLE TULIPS.	PER 1000 FIRST SIZE
Allbright, dark red.....	\$34.00	Electra, red.....	\$48.00
Bartigon, light red.....	34.00	Mr. Van der Hoef, yellow.....	48.00
Bleu Aimable, blue.....	36.00	Orange Nasseau, orange.....	48.00
Carrara, white.....	36.00	Peachblossom, pink.....	48.00
Clara Butt, pink.....	36.00	SINGLE TULIPS.	
Golden Harvest, yellow.....	34.00	Couleur Cardinal, red.....	50.00
La Tulipe Noire, black.....	36.00	General De Wet, yellow.....	42.00
Philip Snowden, light pink.....	35.00	Keizerskroon, red and yellow.....	55.00
Pride of Haarlem, red.....	34.00	PARROT TULIPS.	
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Wm. Pitt, red.....	36.00	Therese, red.....	50.00
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New Supermarket Nursery

Gordon Cortwright, a merchandising-minded nurseryman operating the East Bay Nursery, Berkeley, Calif., believes in the premise that an attractive place of business is an important basic factor in sales success. It was for this reason that he decided to build a modern salesroom, which has become the first self-service supermarket nursery and garden supply store in the bay area of California. He already had a good location; so he built the new salesroom right next door to the old one; the two viewed side by side offer a dramatic study in contrasts.

Mr. Cortwright's property includes about one acre, with limited parking space on a neighboring lot. This lot is paved and thus usable all year around. The building is modern but not extremely so; it is placed over to one side of the property to allow full development of the nursery salesyard, and it contains salesroom, offices and a large storage room. For fertilizers and other bulky items, there is a porch adjoining the salesroom; these items are well-protected from whatever adverse weather conditions there might be, yet they are so located that disagreeable odors and dirt from broken bags will not annoy the customers either in the salesroom or in the nursery. The warehouse has a street-level entrance on a side not used by buyers, and thus loading or unloading from the warehouse does not interfere with the normal operations of the organization.

Encourages Self-service

In order to encourage self-service in both the nursery and the garden supply areas, everything is clearly labeled. The name of the article and its cost are placed so that the buyer cannot fail to see them. Also, the stock is displayed in related groups to facilitate quick and easy selection. The items in greatest demand

are so placed that the customer must pass nearly all of the ornamental stock to reach them and must pass through the store and be exposed to insecticides, tools and other impulse items on the way in or out. Mr. Cortwright says that the usual route of travel is through the nursery on the way to make a purchase and through the salesroom on the way home. Thus, through suggestions on the part of the salesmen and through exhibits of related items, additional sales are made after the customer has purchased all that he originally thought he came for.

Featured from season to season, in blocks near the entrance, are currently popular items. In the early spring, rhododendrons provide a beautiful display, and later roses, in bud and in bloom, draw customers into the nursery.

Under the all-steel lath house are shade-tolerant trees and shrubs. Traffic lanes are wide enough for small hand trucks as well as large groups of people. All lanes are paved.

Displays Change with Season

The interior of the store was designed by a merchandising expert. Areas are devoted to various items in accordance with their seasonability and their prospective net return. The displays are thus changed from time to time as they become of increasing or decreasing value and interest to the public. The most popular items are placed farthest from the front door to draw the customers past everything else in the store. Much buying is impulse buying and the customer must see the item to want it.

One feature that has been well-received by the public and which has provided a source of income during the off months is the house plant department. This is housed in a solarium off the salesroom. In it are house plants of all kinds, some in



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ordinary clay pots, some in decorative and costly containers. The volume of business in house plants has been a pleasant surprise to Mr. Cortwright.

The solarium is constructed nearly all of glass, is light and well-ventilated. It has extra heating intakes which may be manually controlled so the temperatures are slightly higher than the store. Floors are kept well-swept at all times. The buyer receives the impression of being in a conservatory and can see in her mind's eye just how the plants will look in her own home. At the time of holidays, much of this area is used for the display of seasonable potted plants such as azaleas, lilies or roses. At other times, a small display of such plants is kept in the main salesroom. The sales of these plants are not large during most of the year, but Mr. Cortwright says that having some on hand at all times makes the regular customers conscious of their availability when the demand is high.

The statistics on the supermarket are interesting. Land under the management of the East Bay Nursery at this location is slightly over one acre. The lath house is 50x75 feet; the salesroom, 40x50 feet. There is parking space for about 25 cars, plus room at the curb along the 275-foot frontage. Total cost of the improvements was about \$40,000.

Mr. Cortwright believes that the planning and the cost were well-spent time and money. He said that he had decided to go first class all the way and that, if he had it to do over again, he would follow the same general plan, but that there are a few things which he would do differently. Most of those who visit the market agree that he has done a magnificent job.

W. B. B.

SAN JOAQUIN MEETS

Wray F. Hiltabrand, director of nursery service, California department of agriculture, was the guest speaker at the April meeting of the San Joaquin chapter of the California Association of Nurserymen.

Mr. Hiltabrand's talk was brief and to the point. In it he stressed the importance, in the matter of pest control, of the continuing cooperation between the nursery service and the nursery industry itself. Such cooperation had produced successful control measures in California and should continue to do so, he said. He reviewed the program of insect control his department was pursuing throughout the state.

Another treat of the evening was



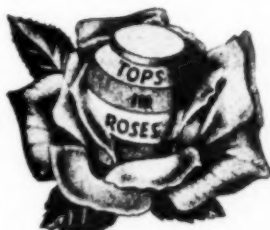
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a movie, presented by Eric Kawai, on
the manufacture of liquid fertilizers.

The chapter voted to accept L. R.
Bissett, Bob's Nursery, Fresno, as a
new member.

The guest list at the Capriola
cafe, Fresno, where the meeting was
held, included William Bartell, in-
spector, state department of agri-
culture; Whet Hesse and Gordon
Van Vlack, Nelson's Nursery; Wal-
ter Matton, Matton Roses, Ontario;
Walter Ryan, Avalon Nurseries, Los
Angeles; Marian Thompson; the
Mel Brittons, Goodhue Gardens,
Fresno, and Cary Meyers, Ger-
main's, Fresno.

Ivan Stribling, Sec'y.

CALIFORNIA NOTES

Oakland, which is trying to make
the rose a city-wide popular plant,
staged a Mothers' day Rose day on
May 11. The Municipal Rose Gar-
den now has 4,257 plants represent-
ing 270 varieties. Most of them were
in full bloom for the May 11 festivi-
ties. The garden has been accredited
by the American Rose Society as a
testing ground for new varieties.
Ulysses Hurbace is head rosarian and
receives complete cooperation from
the Oakland park department and
the several branches of the rose so-
ciety which are actively sponsoring
the gardens.

The California Association of
County Agricultural Commissioners
held its annual meeting at San
Diego, May 14 to 16. Among the
speakers were Ralph Taylor, who dis-
cussed "How Can Commissioners
Better Serve Agriculture?"; Elmer
Merz, California Association of Nur-
serymen, on "The Relationship Be-
tween Nurserymen and Commis-
sioners," and Jesse Tapp and W. B.
Camp, who made a forecast on
"What's Ahead for California Agri-
culture." Drs. John Middleton and
C. P. Clausen, of the Riverside ex-
periment station, University of Cali-
fornia, spoke on "Vegetable Diseases"
and "Biological Control of Insects."
There were other speakers on the
program, drawn largely from the
state department of agriculture at
Sacramento, who gave reports of the
work of the commissioners, their legal
and moral responsibilities in the en-
forcement of various laws, regula-
tions pertaining to the nursery busi-
ness in the state and other topics of
interest to the group.

The premium list for the amateur
division of the San Mateo Fair and
Floral Fiesta has been sent to inter-
ested garden clubs and individuals
who may have exhibits at this year's
show, which is to be held August 8

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to 16. The total cash awards have been increased in this division this year in order to attract a greater number of exhibitors, especially clubs. Albert Wilson has been engaged by the fair committee to handle this last feature. The premium list for the professionals and the nurserymen will be released soon.

Earl Pritchard, entomologist, University of California, Berkeley, has completed a long series of experiments on the new insecticide Malathion, cooperating with a number of bay area nurserymen. The material has not injured nursery stock nor potted foliage plants, except for some ferns. Several houses of gardenias were treated with no plant damage. The 50 per cent emulsion is used at the rate of three pints to 100 gallons of water for soft scales and one quart to 100 gallons of water for aphids and red spider. The 25 per cent wettable powder is used at the rate of two to three pounds to 100 gallons of water. The material is an organic phosphate similar to Parathion and TEPP, but according to the latest laboratory reports is less toxic to warm-blooded animals than are DDT, Chlordane or Lindane. It will be on the market soon.

The Golden Gate park, San Francisco, advises of the theft of more than \$400 worth of rhododendron plants from the arboretum. Each year, plants valued at about this amount are stolen from the park when they are in flower.

Harry Nelson, head of the department of ornamental horticulture, San Francisco City College, has been appointed assistant editor of the garden page of the San Francisco Examiner.

The Kerr Seed Co., San Mateo, will move to larger quarters as soon as alterations can be completed. These have been delayed by the bay area carpenters' strike, which is now in its sixteenth week. The new quarters will be at 30 B street, about two blocks north of the present location. There will be about three times as much floor space for the display of retail items, and there will be separate loading and storage facilities for the wholesale business.

Peters & Wilson, Millbrae, held their annual open house early in May. The firm reports that the well-advertised event brought in a larger number of visitors than usual and that total sales were greater than in the past few years.

Organic fertilizer is not superior to inorganic fertilizer, according to a report made by Dr. J. S. Joffe, New Jersey state agriculture experiment station, New Brunswick, at a meeting of the American Association for the

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Advancement of Science. Examining soil structure, nutrients, moisture, microbes, residual humus and accessory elements, he said he found the claims of those that support the organic fertilizers to be exaggerated.

Albert Dutton, who has been manager of the San Jose branch of the Germain Seed Co. since it was established about seven years ago, has resigned to go into the cotton-growing business with an uncle near Bakersfield, Calif. He is succeeded by Richard Magan, who has been in charge of the Germain Watsonville store. L. R. Larson, manager of the Salinas, Calif., store, will manage the Watsonville store, also. W. B. B.

SAN LORENZO EXPANDS

In a transaction which makes San Lorenzo Nursery Co., Los Angeles, Calif., one of the biggest greenhouse establishments in the west, V. M. Wright Greenhouses, Torrance, Calif., have been sold by Virginia Wright Benjamin to the Shinoda brothers, owners of the San Lorenzo firm.

Acquisition of the 20 acres of the Wright range, including 230,000 square feet of glass, gives San Lorenzo Nursery Co. 1,000,000 square feet of glass at three locations. In orchids, alone, San Lorenzo will have 223,000 square feet, including 150,000 from Wright's and the rest at San Lorenzo's Torrance greenhouses. At San Lorenzo, the firm's glasshouses cover approximately 500,000 square feet of roses, gardenias and orchids.

Mr. Wright entered the floral industry originally as a retailer, founding Wright's Flowers, Inc., Los Angeles, some 55 years ago. A few years later he acquired a small nursery, which grew to the present large establishment.

BULB GROWERS PINCHED

Oregon bulb growers are being pinched on two fronts this year. Japanese and Dutch lily, narcissus, iris and tulip growers have depressed the market for those bulbs. Gladiolus growers are having their difficulties from within the United States. Spiraling production costs coupled with the low prices being offered for the gladiolus corms threaten to put the growers out of business, according to a report by E. (Mike) Dering, Scappoose, Ore., at the agricultural conference held at the Oregon state experiment station. Development and adoption of laborsaving machinery are the only solution to the problem, according to Mr. Dering. W. B. B.

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ROSE GROWER FEATURED

Gordon Squire, operator of Belfair Gardens, Shelton, Wash., was the subject of a recent feature article in the Shelton Mason County Journal, which traced his career in the nursery business. One-time assistant gardener at the government experimental farm at Sitka, Alaska, and veteran of World War I, Mr. Squire established Belfair Gardens in 1936, only to close them again during World War II, when he worked at Pearl Harbor. The gardens, reopened after the war, now specialize in roses.

Mr. Squire holds membership in the American Rose Society, Bremerton Rose Society and Washington State Nurserymen's Association.

HORMONE KILLS BRUSH

Hormone sprays are now available for destroying brush and even small trees along fence rows and elsewhere, according to Dr. Otis F. Curtis, New York state agricultural experiment station, Geneva. He warns users that they are potent materials and need to be used with extreme care to avoid injury to ornamentals and food-producing plants. Precautions should extend even to the hand or power sprayers used to apply the brush killers, Dr. Curtis said; they should never be used for the afore-mentioned types of plants, as even minute quantities of the sprays can be injurious.

Effective materials specially adapted for use around nursery and small fruit plantings include oil solutions of 2,4,5-T, which may be procured under various trade names from farm supply houses. This substance is mixed with kerosene or fuel oil and sprayed on the trunks of the bushes and trees, Dr. Curtis continued, although only the lower portions of the plants need to be wet with the spray. All sides of the treated portion should be wet to the soil line, and any exposed roots should also be sprayed. Brush and small trees may not die until after they leaf out.

Dr. Curtis recommended about one-half to one cup of 2,4,5-T to a gallon of oil for a sufficiently strong mixture, enough to treat about 30 small trees with trunk diameters of four inches. A bucket pump or small sprayer is satisfactory because high pressure is not needed. Treatment may be made at any time of the year.

RIGG'S CAMELLIA GARDEN. Madera, Calif., has added a one and one half acre area to its nursery grounds.

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American Nurseryman Classified Ads.

CHRYSANTHEMUMS

HARDY CHRYSANTHEMUMS

There is still plenty of time to plant mums, and we still have nice plants in a good range of colors.

Strong field-grown divisions, state inspected.

	Per 10	Per 100
Alert, new early deep purple	\$1.50	\$10.00
Algonquin, showy clear yellow	.75	4.00
Autumn Lights, gay orange	.75	4.00
Brilliance, bright red,		
orange center	1.00	6.00
Chandlight, creamy-white	1.00	6.00
Chiquita, deep lemon-yellow		
Pompon	1.00	6.00
Crisp Columbus, tall fine		
ivory-white	1.00	6.00
Cliff Runyon, bronzy-yellow	1.00	6.00
Early Robin, early bronze		
and red	1.00	6.00
Early Worm, hardy bright		
yellow	1.00	6.00
Glowing Coals, fine deep		
cherry-red	1.00	6.00
Goblin, warm bronze Pompon	.75	4.00
Gold Digger, hardy bright		
yellow Pompon	1.25	8.00
Harbinger, early bronze-yellow	.75	4.00
Jayeff, lovely large peach-pink	1.25	8.00
Judith Anderson, bright		
yellow button	1.00	6.00
Orchid Helen, early pink-orchid	1.25	8.00
Pohatcong, early double		
deep rose	.75	4.00
Ruby Pompon, ruby-crimson,		
erect stems	.75	4.00
September Sunshine, bright		
early yellow	1.00	6.00
Ski Trail, USD, tall white	1.25	8.00
Successor, early two-toned		
orchid	1.00	6.00
White Tower, tall white		
ball Pompon	1.50	10.00
Yellow Alabaster (English), large,		
soft yellow incurved blooms	1.50	10.00

LOW-GROWING AND CUSHION TYPES

Black Velvet, bushy		
midnight-red	1.25	8.00
Bronze Cushion, early		
pinkish-bronze	.75	4.00
Champion Cushion, bronze-red	.75	4.00
Coral Sea, soft buff semidouble	.75	4.00
Dahlmum, early quilled		
wine-red	.75	4.00
Exeter, fluffy quilled yellow	1.00	6.00
Glacier, pure white double	1.00	6.00
Golden Russet, frost-hardy		
bright yellow	1.00	6.00
Golden Wand, frost-hardy gold	1.00	6.00
Little Eskimo, white Pompon	.75	4.00
Major Cushion, nicest pink		
Cushion	1.00	6.00
Mrs. C. R. Hastings, soft red SD	.75	4.00
Nanook, compact mounds of		
white	1.00	6.00
New Red Cushion (Santa Claus)	.75	4.00
Pink Cushion, early light pink	.75	4.00
Powder Puff, dwarf white	1.00	6.00
Pygmy Gold, early yellow Pom	.75	4.00
Salute, fine, deep red-purple dhl	1.00	6.00
September Bronze, golden-bronze	.75	4.00
White Cushion	.75	4.00
Yellow Cushion Supreme	1.00	6.00

Not less than 25 of one variety at the 100 rate.

ENGLERTH GARDENS
4652 S. Division Ave., Grand Rapids 8, Mich.

SPECIAL SELECTED ASSORTMENTS

Colorful Garden Mums

You will like our selections of the fine colorful mums. Every one a gorgeous early to late-blooming assortment of representative varieties, including many newest and choicest well-known introductions.

ROOTED CUTTINGS

Labeled—True to Name

50 each, 5 varieties, 250 plants	\$ 12.50
50 each, 10 varieties, 500 plants	25.00
50 each, 20 varieties, 1000 plants	50.00
25 each, 20 varieties, 500 plants	30.00
10 each, 20 varieties, 200 plants	16.00
5 each, 20 varieties, 100 plants	12.00
50 each, 40 varieties, 2000 plants	100.00
25 each, 40 varieties, 1000 plants	60.00
10 each, 40 varieties, 400 plants	32.00
5 each, 40 varieties, 200 plants	24.00

BANDED POT PLANTS

Equal to 2 1/2-in. Clay Pots

If requested when ordering, banded plants will be hardened outside, ready for field before shipping.

25 each, 10 varieties, 250 plants	\$ 30.00
25 each, 20 varieties, 500 plants	60.00
10 each, 20 varieties, 200 plants	28.00
5 each, 20 varieties, 100 plants	18.00
25 each, 40 varieties, 1000 plants	120.00
10 each, 40 varieties, 400 plants	56.00
5 each, 40 varieties, 200 plants	36.00

This season we are propagating from a careful selection of new and other choice varieties that will go in our assortments.

PRAIRIE SOUTHWEST FLORETUM

Fall River, Kan.

"COLORFUL GARDEN MUMS"

Our 1952 catalog listing of cuttings and banded plants. Test-proven varieties plus enticing new mums for 1952. Best in hardy garden mums developed by leading American and European hybridizers. We propagate exclusively for greenhouses, nurserymen, landscapers, garden centers and cut flower growers. Order "Colorful Garden Mums" today.

Also, select perennial list.

PRAIRIE SOUTHWEST FLORETUM

Fall River, Kan.

EVERGREENS

EVERGREENS, LINING-OUT STOCK

	Per 100
Euonymus fortunei	
2 1/2-in. pot	\$17.50
Euonymus fortunei erecta	
2 1/2-in. pot	12.50
Euonymus fortunei vegetus	
2 1/2-in. pot	17.50
Forsythia Spring Glory	
2 1/2-in. pot	12.50
Spiraea foebeli	
2 1/2-in. pot	12.50
Juniperus douglasii	
2 1/2-in. pot	20.00
Juniperus glauca hetzi	
2 1/2-in. pot	20.00
Juniperus hibernica	
2 1/2-in. pot	15.00
Taxus cuspidata	
2 1/2-in. pot	22.50
Taxus hicksii	
2 1/2-in. pot	25.00
Thuja pyramidalis	
2 1/2-in. pot	20.00
Thuja pyramidalis improved	
2 1/2-in. pot	20.00
Thuja woodwardii	
2 1/2-in. pot	20.00

IVIES

Hedera helix (Large-leaf English)	
2 1/2-in. pot	12.50
Hedera h. arborecens (Tree Ivy)	
2-in. pot	20.00

No charge for packing when cash accompanies order.

THE HOLLANDIA GARDENS

South Vienna, Ohio

ATTENTION!

Western New York Nurserymen

Send for list of Evergreens

2-year seedlings

Rooted cuttings

2 and 4-year transplants

Come and see them

Located at Indian Falls

WILSEY EVERGREEN NURSERY

Corfu, N. Y.

PRIVET

Thousands Amur River North 12 to 18 ins., \$2.00 per 100; 2 to 3 ft., \$4.00 per 100; 4 to 6 ft., \$5.00 per 100.

Attractive price on 1000 or more lots.

WOODLAWN NURSERY

Greenville, Ga.

LINING-OUT STOCK

Rooted Cuttings. Per 100 Per 1000

Ilex crenata convexa,		
6 to 8 ins.	\$10.00	\$90.00
Taxus cuspidata, 6 to 8 ins.	9.00	80.00
Taxus media hicksii,		
6 to 8 ins.	9.00	80.00
Taxus mooni columnaris,		
6 to 8 ins.	9.00	80.00
1-yr., 2 1/2-in. Rose Pots		
Juniperus pfitzeriana	22.00	200.00
Taxus cuspidata	17.00	150.00
Taxus media hicksii	17.00	150.00
Taxus mooni columnaris	17.00	150.00
Well-established in 2 1/2-in. Rose Pots		
Per 100 Per 1000		
Abelia grandiflora,		
6 to 8 ins.	\$17.00	\$150.00
Deutzia gracilis,		
8 to 10 ins.	15.00	135.00
2-yr. Beds		
Taxus cuspidata	20.00	180.00
Taxus media, upright	18.00	160.00

All potted and bedded stock from 6 to 8-in. cuttings.

Packing free and 2 per cent discount for cash with order. 25 per cent deposit on all orders.

LEHIGH VALLEY NURSERIES, Inc.

Nazareth Pike, Bethlehem, Pa.

EVERGREEN LINERS and CUTTINGS

POT-GROWN AND TRANSPLANTS

Each—Per 100 Per 1000

Arborvitae, Pyramid, 1-yr. pots	.20	\$0.18
Arborvitae, Pyramid, 3-yr.		
field-grown	.26	.24
Biota Aurea Nana, 1-yr. pots	.22	.20
Viburnum burkwoodi, 1-yr. pots	.22	.20

HEAVY-ROOTED CUTTINGS

From flats, rooted outside in lath house.

For June 15 delivery, except those marked (*) ready now.

Each—Per 100 Per 1000

Arborvitae, American,		
Dark Green	\$0.10	\$0.09
Arborvitae, Globe Woodward	.10	.09
*Arborvitae, occidentalis	.10	.09
*elegantissima	.10	.09
*Arborvitae, Pyramid	.10	.09
*Euonymus patens	.09	.08
Juniperus hetzi glauca	.12	.11
*Taxus media hicksii	.11	.10

2 per cent discount and free packing for cash with order.

250 plants at 1000 rate.

MIAMI NURSERY CO.

Tipp City, Ohio

LINING-OUT STOCK

Per 100 Per 1000

Scotch Pine, 1-0, 1 to 3 ins.	\$ 2.50	\$12.50
Scotch Pine, 1-1, 3 to 6 ins.	4.00	25.00
Austrian Pine, 2-0, 3 to 6 ins.	3.00	25.00
Mugho Pine, 2-1, 3 to 6 ins.	5.00	45.00
Mugho Pine, 2-2, 4 to 8 ins.	10.00	90.00
Table Mountain Pine, 1-2,		
6 to 12 ins.	6.00	50.00
Norway Spruce, 2-0, 3 to 6 ins.	3.00	25.00
Norway Spruce, 2-1, 3 to 6 ins.	4.00	35.00
Norway Spruce, 2-2, 4 to 8 ins.	6.00	50.00
Black Hills White Spruce, 2-1,		
2 to 5 ins.	5.00	45.00
White Spruce, 2-0, 2 to 5 ins.	3.00	25.00
Engelmann Spruce, 2-1,		
3 to 6 ins.	5.00	40.00
Balsam Fir, 2-1, 2 to 4 ins.	4.00	30.00
American Arborvitae, 2-0,		
1 to 2 ins.	2.50	18.00

2 per cent discount for cash with order.

JOHN G. ZELENSKY

R. 2, Box 292 Grand Haven, Mich.

EVERGREEN PLANT MATERIAL

ADVANCED LINERS in Azalea, Cornus,

Cotoneaster, Ilex, Juniperus, Kalmia, Leuco-

thoe, Pieris, Rhododendron, Taxus, Thuja,

Tsuga, Viburnum.

Finished Trees in Colorado Blue Spruce,

All Certified for Western Shipment.

Write for Wholesale Price List.

H. W. WEBER EVERGREEN NURSERY

16 Summer St. Weston 93, Mass.

AMUR RIVER NORTH PRIVET

Excellent stock, well-bred.

Per 100 Per 1000

12 to 18 ins.	\$3.00	\$20.00
18 to 24 ins.	4.00	25.00
2 to 3 ft.	5.00	30.00
3 to 4 ft.	6.00	40.00

Orders filled promptly.

TIDWELL NURSERIES

Greenville, Ga.

EUONYMUS

Radicans erectus, patens Newport, carrieri

and coloratus, from 2-in. pots, 10c each.

BALTIC IVY

Nice stock from 2-in. pots, 10c each.

STRATFORD GARDENS, Delaware, Ohio

Euonymus patens, Large Leaf, Each rooted cuttings from sand.....\$0.06
 from 2 1/4-in. pots......12
 from 2 1/2-in. pots......15
 Pfitzer Juniper, from 2 1/4-in. pots......16
 Savin Juniper, from 2 1/4-in. pots......16
 Prices are for any quantity.
 F.O.B. Kansas City, Mo. Cash, please.
 GLASSCOCK BROS.
 6119 Agnes Ave., Kansas City 4, Mo.

NORTHERN-GROWN YEW
Taxus cuspidata rooted cuttings.
 Taken from entirely northern-grown stock.
 10¢ each per 100; 9¢ each per 1000,
 25¢ at the thousand rate.
 Free packing. Cash with order.
PETERSON'S NURSERY & GREENHOUSE
 Rural Route 3
 Rochester, Minn.

EXCELLENT SEEDLING LINERS
STRATFORD GARDENS, Delaware, Ohio
 Per 100 Per 1000
Juniperus scopulorum,
 2-yr., 4 to 6 ins.....\$6.00 \$50.00
 Shipped muddled and moss-packed.
THE HARRIS GARDENS, Enterprise, Kan.

JAPANESE BLACK PINE
 We are headquarters for heavy liners of a beautiful compact strain of *Pinus thunbergii*.
JOSEPH A. HREN NURSERIES
 East Hampton, L. I., N. Y.

OREGON ENGLISH HOLLY TREES
ALFRED TEUFEL
 11414 N. W. Cornell Rd., Portland, Ore.

GROUND COVERS

Vinca minor, Periwinkle and Myrtle, 15 average canes, individually made up, 3-yr.-old, freshly dug, \$50.00 per 1000. *Pachysandra*, 1 to 2-yr., strong, \$55.00 per 1000.
H. C. WAUGH
 R.F.D. 2, Cheshire, Ohio

PACHYSANDRA TERMINALIS
 Strong, 1-yr., field-grown, \$65.00 per 1000.
HILLCREST GREENHOUSES, Franklin, Pa.

Don't Be Late!
 Mail advertising copy to reach
 the American Nurseryman
 Monday, two weeks before date of issue.

HARDY PLANTS

America's Best Source
 for Hardy Plants is
THE WAYSIDE GARDENS
 Mentor, Ohio
 Write for Trade List.
 Pansies, perennials and rock plants in wide variety. Send for catalog.
PITZONKA'S PANSY FARM
 Bristol, Pa.

HIBISCUS

CHINESE HIBISCUS
 Rooted last fall, carried over the winter in 2 1/2-in. pots ready for bedding or for either 1-gallon or 3-gallon cans.
 Texas Star, deep pink, white throat, single
 San Diego, large, single, rich scarlet
 Luna, large, single, red
 Wedding, single, brilliant, red ruffled flowers.
 Above varieties, strong well-established 2 1/2-in. pots, \$20.00 per 100.
 Kona, finest semidouble pink, prolific and very strong grower, well-established 2 1/2-in. pots, \$50.00 per 100.
T. G. OWEN & SON, Inc.
 Columbus, Miss.

IVIES

Hardy English Ivy and Hahn's strong 2-in. \$5.00 per 100; \$75.00 per 1000.
JACOB SCHULZ
 831 Cherokee Rd., Louisville 4, Ky.
 The Trade's Buying Guide—
 The American Nurseryman Ads.

ROSEBUSHES

WRAPPED ROSEBUSHES
 Heavy, 2-yr.-old, field-grown.
 All No. 1 sizes by U. S. Standards.
 Scientifically wrapped and waxed to retain full vigor.

\$60.00 per 100.
 Available in the following varieties:
Poinsettia Condasa de Santiago
Grenoble Frau Karl Druschki
Sensation Luxembourg
Talisman Golden Charm
Talisman Climber Editor McFarland
Margaret McGredy Blaze
CENTURY FLORISTS & NURSERY
 9900 Carnegie Ave., Cleveland 6, Ohio
 Phone: Cedar 1-8500

If you want rosebushes that sell, make friends and resales, buy **ROYAL ROSES**—packaged rosebushes with a future! Patented and popular varieties. One-bush or five-bush collections in eye-appeal packages. Write for prices and variety list. One of the largest and oldest rose growers in Texas. **ARP NURSERY COMPANY**, P. O. Box 867-Q, Tyler, Tex.

FOR THREE DOLLARS

you can offer that surplus in a classified ad of 10 lines on these pages—quickly and easily turning stock into cash.

AT ONLY 30¢ PER LINE

you can keep a list of specialty items before trade buyers through the selling season at small cost.

Send your copy (count 6 average words to line) for the next issue to reach us by June 9.

AMERICAN NURSERYMAN

343 S. Dearborn St. CHICAGO 4, ILL.

ROSES

California Field-grown Rosebushes
 Finest Quality
 Place Order for Fall Delivery Now
 Patented Varieties Only—Including
 Chrysler Imperial
 Write for Order Sheet
 and Free Color Brochure
DESCANSO DISTRIBUTORS, INC.
 Pipeline at Walnut
 Chino, Calif.

ROSES

TOP-QUALITY ROSES.
 25¢ and up.
 List upon request.
WRIGHTWOOD FLORAL CO., Inc.
 1429 Wrightwood Ave., Houston 9, Tex.

SEEDS

1951 crop Peach seeds, high germination. About 5000 seeds per bushel. \$2.50 per bu.
RIVERDALE NURSERIES, Riverdale, Ga.

SHRUBS AND TREES

HONEYSUCKLE
Lonicera halliana japonica
 Heavy 2, 3 and 4 yrs., No. 1 field plants.
 3 to 4 leads, 18 to 24 ins., carefully graded.
 \$4.00 per 100, \$30.00 per 1000.
Lonicera sempervirens, Scarlet-red.
 Heavy 18 to 24 ins., \$10.00 per 100, \$80.00 per 1000. No orders too large; immediate shipment.

WOODLAWN NURSERY
 Greenville, Ga.

Hall's Honeysuckle, large, extra-heavy, 2-year plants, carefully graded, \$4.00 per 100; \$30.00 per 1000. Good reduction on quantity orders. Immediate shipment.
TIDWELL NURSERIES, Greenville, Ga.

Benefit from
 American Nurseryman Classified Ads.

MISCELLANEOUS

GOSLINGS—Standard breeds. Low-cost weeders. Write today for free catalog and prices.
HEART OF MISSOURI POULTRY FARM, Rt. 4N, Columbia, Mo.

WANTED

WANTED
 10,000 transplanted Pink Dogwood, 4 to 5 ft., 5 to 6 ft. and 6 to 7 ft.
 10,000 Pink Dogwood, 6 to 12 ins., 12 to 18 ins. and 18 to 24 ins., for next fall and spring.
GARDNER'S NURSERIES, INC.
 Rocky Hill, Conn.

WANTED

Mahonia aquifolium
Pyracantha coccinea lalandi, and
 7 *Ulmus procera* 3 to 3 1/2-in. cal.
THE PETER CASCIO NURSERY
 West Hartford, Conn.

SUPPLIES

FLATS

Made from a good grade of Southern Yellow Pine, since Cypress is not available. Standard specifications, inside measurements.

KNOCK-DOWN FLATS.
 16x12x2 3/4\$18.82 per 100
 16x14x3 3/4 24.98 per 100
 20x14x2 3/4 24.56 per 100
 20x14x3 3/4 28.68 per 100
 22 1/2 x15x2 3/4 28.14 per 100
 22 1/2 x15x3 3/4 32.63 per 100
 All other sizes quoted on request. Prices F.O.B. Birmingham.

We are manufacturers, not jobbers. Freight to any point is a small item per Flat. Our Flats are the best. Why pay more? Our quality guaranteed. Prompt shipment, any quantity. Attach check to order.
 We make mixed shipments of flats, plant boxes and spray boards.

HIGHTOWER BOX & TANK CO
 Birmingham, Ala.

REDWOOD FLATS, K. D.
 Finest stock obtainable. Guaranteed all clear heart. Size 20x15x3 ins. inside measure, \$42.00 per 100.

1x1-in. Cypress stakes, pointed.
 50 pcs. to bundle, 4 ft., \$5.50 per bd.
 50 pcs. to bundle, 5 ft., \$4.50 per bd.
 50 pcs. to bundle, 6 ft., \$5.50 per bd.
 Ship same day. Cash with order, please.
YOHO & HOOKER, Youngstown 2, Ohio

MINNESOTA WHITE CEDAR FLATS.
 12x16x2 3/4\$18.50 per 100
 14x16x3 3/4 24.50 per 100
 14x20x2 3/4 24.00 per 100
 5x5x16 18.50 per 100
 Other sizes quoted on request. F.O.B. Cook, Minn. Please attach check.

H. C. HILL & SONS, Cook, Minn.

Turn Stock into Dollars
 by Listing It in the Classified Ads
 of the American Nurseryman.

HAY

MARSH HAY FOR MULCHING
 Clean; no weeds, truckloads or carloads.
KOPFF HAY CO.
 Beaver Dam, Wisconsin

LABELS

LABELS
 Made from best grade of genuine Northern White Pine. The kind that lasts and lasts.
DAHLIA OR TREE LABELS

Plain Painted
 3 1/2 x5/8 ins., notched, not wired.....\$2.50 \$3.00
 3 1/2 x5/8 ins., wired (copper)..... 3.30 4.10

POT LABELS
 4x5 ins. (cartons 1000 each)..... 2.75 3.30
 5x5 ins. (cartons 1000 each)..... 3.00 3.60
 6x5 ins. (cartons 1000 each)..... 3.30 4.00

Priced per carton
 8x5 ins. (cartons 500 each)..... 2.40 3.00
 10x5 ins. (cartons 500 each)..... 3.00 3.60

GARDEN STAKES
 Priced per carton
 8x 3/4 ins. (cartons 250 each)..... 2.00 2.50
 10x 3/4 ins. (cartons 250 each)..... 2.20 2.40
 12x1 1/4 ins. (cartons 100 each)..... 1.40 1.60

Our labels are perfectly white and smooth on both sides and are pronounced by growers the best and most economical.

"We ship the same day."
YOHO & HOOKER
 Youngstown 2, Ohio

WOOD LABELS

SHIPPING CHARGES PREPAID.

Delivered price per carton
 Plain Painted

3 1/2-in. copper wired
 (1000 to ctn.).....\$3.60 \$4.20
 4-in. pot label (1000 to ctn.)..... 2.65 3.10
 5-in. pot label (1000 to ctn.)..... 2.90 3.40
 6-in. pot label (1000 to ctn.)..... 3.30 3.80
 8-in. pot label (500 to ctn.)..... 2.45 3.05
 10-in. pot label (500 to ctn.)..... 3.00 3.50
 12-in. pot label (500 to ctn.)..... 3.50 4.15
 8-in. garden label (250 to ctn.)..... 2.00 2.25
 10-in. garden label (250 to ctn.)..... 2.20 2.50
 12-in. garden label (250 to ctn.)..... 3.50 4.00
 These are delivered prices. Send check with order.

Satisfaction guaranteed or your money back.
ANTHONY & CO.
 Box 473, Escanaba, Mich.

SPHAGNUM MOSS

SPHAGNUM MOSS
 Write for prices.
THOMAS RESHEL, Star Rt., Pittsville, Wis.

STAKES

STAKES, GALVANIZED HARD STEEL.
STAKE FASTENERS and COTTON TWINE
 Prices and samples sent upon request.
SCRUPP SUPPLY CO., Wilmette, Ill.

WANT ADS

Display: \$3.50 per inch, each insertion.

Lines: 30¢ line; Minimum order \$3.00.

SITUATION WANTED

Young nursery executive finds change expedient and seeks a position with advancement possibilities with a reputable, progressive, stable wholesale nursery, large or small. Is intelligent, capable and personable as well as ambitious, persevering and accustomed to hard work and long hours. Has 10 years' experience in general management including office and personnel management, advertising, sales, shipping and plant propagation. Available Sept. 1. Kindly address correspondence to Box 873, care of American Nurseryman.

FOR SALE

A flourishing 24-acre nursery; all acreage filled to capacity with choice medium-size salable growing trees, shrubs and evergreens. About 15 miles west of Chicago.

Illness in family makes this sale necessary.

JOHN HARVEY NURSERIES
Lake Street and Mill Road,
Addison, Illinois
Phone: Elmhurst 4997

FOR SALE

Will sell one of my 5-acre nurseries at Wenonah, New Jersey—12 miles from Philadelphia. Three to choose from. Write for appointment.

WENTZEL'S NURSERY,
Sewell, New Jersey

FOR SALE

Four-acre nursery in Westchester Co., 20 miles from New York City. Well-established, beautiful stock, ready for landscaping; will sell at end. Will lease or sell grounds, masonry barn 25x35, small greenhouse and propagating house—with or without new seven-room two-bath home. Wish to retire. Address all correspondence to Box 876, care of American Nurseryman.

FOR SALE

Only nursery in the capital city, established 1939. Five-room modern home and garage centrally located in Carson City. Two artesian wells. Stocked with trees, shrubs and plants. Complete with tools and equipment, only \$9,750. Terms if desired. **CARSON CITY NURSERY,** Carson City, Nevada.

HELP WANTED

Working foreman capable of working from blueprints for Landscape and Nursery Company. Reply to: **STONY-BROOK NURSERY CO.,** R. R. 14—Box 538, Indianapolis 44, Indiana.

HELP WANTED

3 experienced nurserymen to take charge of shipping departments. A position of responsibility with comparable salary and the assurance of a secure future! Housing facilities available.

THE WAYSIDE GARDENS CO.,
Mentor, Ohio

WESTERN TREE CONFERENCE

[Continued from page 9]

agreements concerning basis of payment be worded in such manner that both the arborist-contractor and the company can determine day-to-day progress and ascertain the cost without difficulty.

During the past year, the Western chapter of the National Shade Tree Conference offered an examination to determine and show definite recognition of the arboricultural knowledge and ability of employees of tree service companies and public tree care agencies. The examination was open to any person who made application, and the papers were graded by judges appointed by officers of the chapter. Those who passed were to receive certificates stating their qualifications in arboriculture. A report on the results of this examination was made Thursday morning. Of those taking the examination, some 35 passed, it was stated, to whom certificates would be awarded at the annual banquet.

Plant Nutrients

The subject, "Plant Nutrients and Methods of Application," was discussed by a panel of arborists, with F. W. Roewekamp, city forester of Los Angeles, serving as moderator. A film in color and with sound was shown on Krilium, the new soil conditioner recently developed by Monsanto Chemical Co. It was stressed that this material was a soil conditioner rather than a soil fertilizer.

O. A. Matkin, owner of the Soil and Plant Laboratories, warned that information derived from laboratory tests and research was not always borne out in actual field work; that such information should be considered an estimate or guide to field application. In discussing soil analyses and plant tissue tests, he said that the tissue tests seem to provide the more accurate answers to plant requirements and that the chief disadvantage in their use was the fact that not all of the normal needs of plants are yet known.

O. R. Lunt, Jr., soil scientist of the division of irrigation and soils, University of California at Los Angeles, spoke on "Soil Problems in Relation to Trees." He warned that the use of sheep's-foot rollers often compacted the soil so much that, although grass would grow, trees in the area would not. He stressed the importance of providing adequate drainage for trees planted in impervious soils and suggested the installation of tile drainage lines or, in some cases, the punching of holes in the bottom of the pit to improve

Nurseryman's Library

"A Nurseryman's library is not complete without books on plants, plant propagation and plant handling."

Here are some suggestions:

PLANT BUYERS GUIDE.

Edited by Edwin F. Steffek, \$7.50.

THE GRAFTER'S HANDBOOK.

by R. J. Garner, \$4.00.

CULTIVATED CONIFERS.

by L. H. Bailey, \$12.00.

PLANT DISEASE HANDBOOK.

by Cynthia Westcott, \$7.50.

COLOR AND DESIGN FOR EVERY GARDEN.

by Orloff and Raymore, \$3.50.

AZALEAS: KINDS AND CULTURE.

by H. Harold Hume, \$4.50.

SHRUBS AND VINES FOR AMERICAN GARDENS.

by Dr. Donald Wyman, \$7.50.

HOW TO INCREASE PLANTS.

by A. C. Hottes, \$3.00.

PROPAGATION OF PLANTS.

by M. G. Kains and L. M. McQuesten, \$4.50.

NURSERY MANUAL.

by L. H. Bailey, \$5.50.

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drainage. Shirley Rowland, arborist, Rowland Trees, suggested the use of dynamite to break up granite-type soils, but warned that this method would solve the problem of drainage only temporarily, since the cracks opened by blasting would soon become plugged. Positive drainage was necessary for satisfactory tree growth, he said.

Leo Davis, Pacific coast director of the plant food division of Swift & Co., told briefly of the work of his organization. Heading the growers' advisory service, he said that his company had three laboratories, one at Los Angeles, another in the bay area and the third at Portland, Ore., to provide research service not only to commercial growers of agricultural crops, but to growers of ornamentals as well.

D. O. Crummett, assistant plant physiologist, division of floriculture and ornamental horticulture, U. C. L. A., said that his department had been established only a few years and that it was still seeking the answers to the many plant nutritional problems. Some of the problems on which his department was working, he said, included the following: (1) Foliar absorption; (2) utilization of various minerals by plants; (3) critical levels of nutrients and range of optimum levels; (4) interrelationship of plant nutrients and plant quality, and (5) chlorosis.

Questions and Answers

Following the presentation of papers, many questions were put to the panel members by the delegates. Included were the following:

Q. Will foliar feeding retard root development?

A. No; it seems to have no ill effect upon root growth. It seems to stimulate growth of the entire plant.

Q. Can nutrients be introduced into a tree through trunk injection?

A. Yes; considerable work has been done along this line, particularly in fruit trees. The minor elements mostly have been used in trunk injection work. In some species there is some risk of burning the foliage.

Q. In certain sections of the west coast region we find black alkali soils and in other areas white alkali soils. What are the chemical differences?

A. Black alkali soil contains a large quantity of sodium carbonate, whereas white alkali soils have a high content of salt. In black alkali soils the physical properties are generally poor and there is lack of adequate aeration. Kriilium has been used to advantage on black alkali soils. In white alkali soils the situation is not

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so serious; the salts can be leached away and the soil thus improved.

Q. Is liming the soil beneficial to plants in California?

A. Generally there is enough lime in all western soils; however, lime may be added if the pH of the soil is around 5.5 or 5.0. In soils that are already high in lime content, the addition of more lime may induce chlorosis in plants.

Q. Does yellowing of leaves always indicate iron deficiency?

A. No; anything that affects the roots of plants, even adverse temperatures, may cause yellowing of foliage. If the soil is deficient in elements other than iron this deficiency may be indicated by yellow leaves.

In discussing "Arborists' Future," Paul E. Tilford, executive secretary of the National Arborist Association, Wooster, O., said, "Any business has a future if there is need for the service that business renders, and we know there is a need for tree service." Public appreciation of trees is increasing, he stated, and the future of the arborist, and arboriculture, seems brighter than in the past. To meet the needs of an industry that appears to be steadily expanding, Dr. Tilford said that arborists should strive (1) To maintain the highest

of business ethics and constantly improve the standards of operation to engender greater public esteem of arboriculture; (2) to make the economic and social status of tree workers more nearly equal to that of workers in other professions and trades; (3) to promote more research on tree problems still unsolved, and (4) to encourage selection of trees in planting work on the basis of adaptability to site.

Pest Control

The subject, "Materials and Equipment as Used in Control of Insects, Diseases and Weeds," was covered in a panel discussion with Lynn M. F. Harriss, assistant superintendent of parks, Oakland, Calif., serving as moderator, and Leland R. Brown, assistant entomologist, U. C. L. A.; Leslie F. Mayne, arborist, San Mateo, and Roger Sohner, arborist, San Anselmo, as panel members. Professor Brown showed color slides and suggested control methods for a number of insects including the following:

1. California oak moth control: Lead arsenate or DDT.

2. Oak twig girdler control: Because of the necessity of exact timing in applying controls, it was suggested that a few infested twigs be

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clipped off, placed in a screen cage and watched for emergence of the adults. At the time of emergence application of some chlorinated hydrocarbon, such as DDT, was advocated as a means of controlling the adults.

3. Oak leaf roller control: Arsenate of lead or DDT.

4. Oak pit-making scale control: 3 per cent oil spray.

5. Sycamore scale control: 3 per cent dormant oil spray applied in late January.

6. Sycamore leaf miner control: Burn fallen leaves, and apply spray with residual toxic properties when the adults are flying.

7. Elm leaf beetle control: Arsenate of lead or cryolite dust.

"Relation of Trimming to Proper Development of Trees" was ably discussed by Dr. W. H. Chandler, professor of horticulture, emeritus, U. C. L. A. Stating that pruning generally had the effect of stimulating weak branches, promoting greater leaf growth and keeping the tree in more vigorous health through maintenance of a better balance between the root system and the top, Dr. Chandler gave detailed instructions for pruning a number of tree species commonly grown along the

west coast. Generally, he advised that pruning be done just prior to the time of the greatest growth period. Using circular No. 183 of the California agricultural extension service, University of California, "Pruning Ornamental Trees, Shrubs and Vines," by W. H. Chandler and Ralph D. Cornell, Dr. Chandler cited various examples of good and poor pruning practices as illustrated in the pamphlet.

As a part of the conference, field trips were made to Huntington Gardens, the Los Angeles County and State Arboretum, the Keeline-Wilcox Nursery and the Select Nurseries. Highlights of these tours will be discussed in a later issue of the American Nurseryman.

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LANDSCAPE SCHOOL

[Continued from page 13]

in late winter or early spring; a hedge type of shears can be used to shear back excessively long tip growth and shape the plant to desired forms. It should be started when the plants are young. If it is delayed until the plant is nearly full grown, a pruning job will also be in order, and shaping will be difficult.

A final word was mentioned with respect to pruning deciduous plants in that they should never be pruned later than about August 15 in central and western New York. Otherwise, late vegetative growth may be stimulated, which may not harden up before freezing weather strikes, with serious damage to the plant resulting.

Diseases

Dr. D. S. Welch, extension plant pathologist at Cornell, followed with a talk on a few of the more troublesome diseases confronting horticulturists today. Dr. Welch, in an interesting manner, stressed the need for maintaining a close watch for the appearance of Dutch elm disease in the central New York area. With its presence on virtually all sides of the area, it seemed to Dr. Welch only a question of time before this serious disease became evident. Several slides augmented his talk and stressed the importance of destroying elm wood of cut-down diseased trees, or spraying same with DDT and fuel oil if it was to be saved for firewood.

At present, there appears to be no worthy resistant varieties of elm. The spread of the disease by the elm bark beetle was discussed, and, since the beetle does not migrate too far from its feeding grounds, it is often possible to check the disease by removing elm wood within a radius of 500 yards from an infected tree.

Dr. Welch discussed the oak wilt problem at some length. This disease, which has been known for some time in the midwest, is expected to make its appearance in New York state this year. Five new areas of infection were discovered in Pennsylvania last year, and it may already be in New York. No effective control has been found as yet.

Dr. John F. Cornman, turf specialist at Cornell, discussed some of the high points in good lawn management. In his usual easy and humorous manner, Dr. Cornman stressed the need for fertilizing turf areas and urged his audience not to worry about a soil test for available elements. The cost of a test might well be used to buy the fertilizer that the lawn may need, he said:

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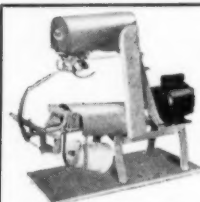
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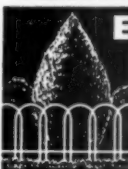
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A pH or acidity test is important, however, before applying lime. A good rule to remember in applying fertilizer to turf areas is one pound of nitrogen to every thousand square feet. By merely dividing the first number of the fertilizer analysis into a hundred, you can find out the number of pounds needed. Thus, if a 5-10-5 fertilizer is used, 20 pounds will be needed to add one pound of nitrogen to a thousand square feet. On a new seeding, this amount should be doubled as it should on lawns on which many "holidays" or gaps are found after 2,4-D application.

Dr. Cornman stressed the importance of using the cheapest complete fertilizers that can be obtained, whether they be 5-10-5, 10-6-5, 4-12-4 or what have you. Organic fertilizers are satisfactory, although they are slow in breaking down and are available only after breaking down. In the warm months, their breakdown is obviously hastened. The use of farm manure on turf

areas serves no important purpose, even if the source is nearby.

Dr. Alfred M. S. Pridham, ornamentals specialist of Cornell, completed the day's program and presented some well-chosen slides illustrating some of the points in good shrub and tree care. He stressed the importance of removing deadwood promptly to preserve the life of the tree as well as to avoid accidents to people and property from falling branches during storms. On rural properties, trees usually have ample room for root development, and little care is needed. In general, he stated that, if the tree is growing well, it should be left alone. A few warnings that attention is needed, however, are light green or yellow leaves, sparse foliage, dieback of twig tips, slow growth and loosening of the bark.

Dr. Pridham showed some interesting slides taken in California and New Zealand illustrating different practices in these localities in garden maintenance.

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SPRING REPORTS

[Continued from page 12]

ing a certain proportion of the more needed landscape items from liners.

"We usually reserve a proportion of our better type liners for growing on into specimen stock, but this season it was almost impossible to hold special items such as hybrid rhododendrons, pieris, ilex, good taxus and other items for our own use.

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Business for Thomas B. Meehan Co., Dresher, Pa., is reported as fair by Albert F. Meehan, president. "We could have done a much larger business had we been able to secure labor," explains Mr. Meehan.

"Considerable rain retarded us to a great extent, but was a great help to the stock we lined out in the nursery, all of which is coming along in good shape.

"Prices in the Philadelphia area are low because of the sharp competition; there are a large number of small nurseries in this locality growing quantities of azaleas, yews and other special items, making it necessary to sell at retail at prices little higher than the general wholesale prices.

"There is no question but that the nursery trade will have to raise prices in the fall, as the present trend toward higher wages will in turn force higher prices.

"There is still a shortage of high-class stock in medium sizes for the better types of landscape planting, and there will be a shortage of first-class trees for several years to come."

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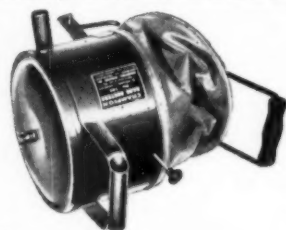


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early and by March 15 digging was in full swing. April was warm and dry so all hardwood cuttings, deciduous liners and shade trees were planted early. Labor was somewhat easier to obtain and local labor was supplemented by a camp of 25 Puerto Ricans. This relieved a great deal of the usual rush season tension.

"Advance booking of orders is heavy and is being made at open prices. With the exception of a few items, we expect to hold prices in line. There will be some small changes both up and down. Our supply of available material will again increase all across the list, and we think we should be happy to sell at present prices."

Satisfied with Business

Howard W. Maloney, vice-president of Maloney Bros. Nursery Co., Dansville, N. Y., reports that he is well-satisfied with the firm's business for this year.

"The majority of orders call for ornamental material," he continues, "although during the spring there seemed to be more of a demand for fruit trees. The help situation with us this spring was bad, but the weather here in the east has been ideal most of the time."

"We will have an average supply of stock for next year. I hope that prices will be somewhat higher next year to meet the higher costs in practically everything."

Also from Dansville, N. Y., John W. Kelly reports, for Kelly Bros. Nurseries, that the firm has enjoyed a good season and has little material left.

"The demand this spring was a little better than we anticipated," states Mr. Kelly. "While the demand for fruit trees from fruit growers was not up to standard, it developed late in the season. We anticipate a good demand for fruit trees for another year, and, with production off, prices should be firm."

"After a prolonged dry spell, we have had plenty of rain lately, which aids our planting. We have met the labor shortage in the area by using Bahamian help, which we find satisfactory."

C. H. Perkins, of Jackson & Perkins Co., Newark, N. Y., reports the close of a busy season and a satisfactory one. "Demand, both retail and wholesale, has been for a general line of stock," reports Mr. Perkins. "Fruit trees are the only items among those we grow that have not sold well. Prices have been steady and there has been little or no resistance to present prices."

"As for next season, we look for

HANDLE THE BIG JOBS!

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No need to let the big-money jobs get away! You can easily handle trees up to 12 inches quickly and economically with this newly patented tree mover. Operating on a new "rocker" principle, this sturdy piece of equipment rocks back for easy loading and unloading . . . rocks forward to balance the load. It can be fitted to any standard truck chassis and removed, when desired, to put the truck to other uses. You can easily load big trees on other trucks or trailers with this equipment, too. Available in two sizes, this mover is now in use in leading nurseries and parks throughout the country. Write for detailed specifications and prices.

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Established 1909

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GENERAL PACKAGE CORP.
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NEWARK 8, NEW JERSEY



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business to be about the same as in the season just closing. We think present prices will prevail for another season. There will be a shortage of roses, shade trees and evergreens, except in the smaller sizes. The labor problem is acute, and I think that in many localities the volume of business done will be governed largely by the supply of labor available."

Increase Over 1951

Charles Hess, Hess' Nurseries, Mountain View, N. J., states that business at his nursery was good and that he looks for the season's final figures to show a healthy increase over 1951.

"The demand for lining-out stock has been increasing every year," reports Mr. Hess. "Labor conditions continue to be unsatisfactory, especially here in the center of the defense industry. Labor is hard to get, and the military draft's draining off many of the young people adds to the problem. We like to start with young fellows, as we can break them in to our methods; it takes about two years to get a man well-qualified, and by that time he is ready for the army."

"We have not changed our prices for the past five years; how long we can keep them where they are is a question. We are pressed to make increases continually, and sooner or later we shall have to raise prices. While we have not been able to supply the demand for our stock and would like to increase our production, we have so far refrained from doing so, keeping in mind that at a time in the future there will be a drop in demand."

"The weather has been abnormally warm for the early part of the season, and we are at least two weeks ahead as far as growth is concerned. Fortunately, we have not had any heavy late frost to damage young growth, although we are keeping our

A WINNING COMBINATION

He lifted this overgrown tree in ten seconds. The ground was soaked by heavy rain the night before. This is another development in digging nursery stock with power. Watch for the next step. We are keeping a stride ahead of the latest demands.

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And the price is right, too. Six big bags for \$11.10 F.O.B. Geneva; less in lots of 50 or more. Write to JUNIUS PEAT COMPANY, 481 South Main Street, Geneva, New York. You'll be glad you did.

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Pete.

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6-ft. Ash han-
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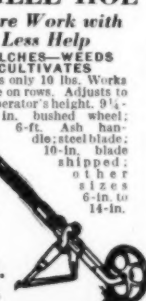
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WHEEL HOE CO.**
So. Hamilton, Mass



fingers crossed, as we have had some frosts at times in early June.

"Express service seems to have improved and we have had few complaints traceable to slow delivery. In checking up, we find that delivery has been considerably faster than in past years; also, for once we have had no strikes during the shipping season."

Good Season for Koster

James S. Wells reports that the spring season has been exceptionally good for the Koster Nursery, Bridgeton, N. J. "We were able to commence shipping earlier in the season than is normal," reports Mr. Wells, "and, in fact, were shipping at the end of February. This has meant that we were well ahead with our work and were able to complete shipments at an earlier date than usual."

"Volume has increased substantially over last year, and, despite suggestions to the contrary, we can see no sign of any slackening in the demand for nursery stock. Rather, it continues to increase for almost all types of material which we grow. There is, however, one trend which was clearly illustrated this spring. We offered for the first time a group of assorted evergreens, fairly small in size with a light ball, at a moderate price. This class of material sold briskly, and it seems clear, therefore, that there is a certain resistance to the high prices which pertain generally for finished evergreen and similar material."

"We are intending to increase production of this young material and to offer it in increasing quantities for garden shop and plant market sales. We have always felt that there was a certain stratum of the purchasing public which would always demand finished stock, but with the present prices this material was out of reach of a whole group of the public. We have felt that the average nurseryman was not properly catering to this vast untapped market. All indications are that our reasoning is correct, and we are planning large-scale increases in the production of this class of material."

"The weather in this part of south Jersey has been unusually mild; we have had plenty of rain, which has been ideal for early spring planting, and our stock has never looked better. We anticipate having first-class material to offer for next fall and for the spring of 1953. We anticipate prices will remain about the same, with slight increases on one or two items."

The spring season of 1952 will long be remembered at the Westminster

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EXTRA-WIDE 18 to 24-in.
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Works perfectly in shale, stony clay, sandstone, any tough soil.

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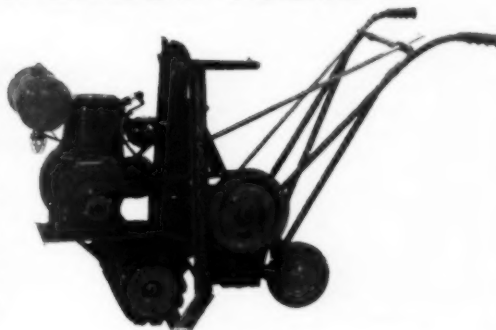
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Ornamentals
CHARLOTTE, N. C.
March 5, 1952

American Liquid Fertilizer Co.,
Charlotte, N. C.

Continued:

We used your liquid fertilizer last season almost exclusively on roses, we will use on various types of shrubs and evergreens, and found it very satisfactory. This material was especially valuable to us on plants which we grow to container for retail sale during the summer months. Naturally we intend to use the same material this season, and we are glad to recommend its use to our customers, and gardeners in general.

Very truly yours,

W. H. H. H. H.

Nurseries, Westminster, Md., according to a report from C. Willard Stoner, office manager of the firm. "It has been one of the most difficult spring seasons we have ever experienced in the nursery business," continues Mr. Stoner. "We had constant rain through March, April and part of May, and this, coupled with the labor shortage in this area, made it impossible for us to maintain any schedule of digging; our whole operation was far from normal or satisfactory. We found the demand much greater than the supply of available stock.

"Most years we have been able to pick up additional labor in the spring to help us out during the rush season; this season it was impossible to do this.

"We are looking forward to having a fair supply of material available for the fall of 1952, most of which will run in the lower grades. From all indications, there still will exist a shortage, especially in ornamentals, and at this time we do not foresee any possible change. We are of the opinion that certain items will advance in price.

"We are continuing with a steady propagating schedule and lining out in the fields about the same quantities as we have for the past five years. We find little incentive to increase our production, because of the fact that we are limited so greatly on labor."

"I believe our gross sales will exceed those for any previous year," reports H. J. Timmons, Buntings' Nurseries, Selbyville, Del. "The demand has been good, and we have experienced an excellent cleanup from our storages.

"The cool wet weather in May has been very beneficial to new plantings, and we should get excellent stands on all of our spring-planted stock. Our plantings have been about the same as for a normal year,

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and we anticipate having a well-balanced line to offer our patrons again next season.

"Increased operating costs are readily apparent to anyone who has made the most casual comparison for the past few years. For instance, increased costs of transportation alone are a decided factor in anyone's business. Like many other wholesale nurserymen here in the east, we are maintaining a fleet of trucks for the delivery of our merchandise to reasonably nearby points. The increased cost of rail freight deliveries has practically forced such an arrangement upon us."

Largest Volume in History

E. M. Quillen, Waynesboro Nurseries, Waynesboro, Va., reports that, "During the spring planting season now tapering off we moved the largest volume of nursery stock in the history of our business."

"Our increase in sales has been through cash-and-carry business at our main nursery and the new Boxwood Garden Shop, where we have expanded, adding new lines including a collection of more than 40 varieties of African violets. To make it possible to keep the sales grounds at Boxwood Garden Shop open throughout the year, we carry a complete line of gifts and novelties, including handmade baskets, chairs and pottery, as well as insecticides and garden equipment. This new endeavor is proving successful, and we are looking forward to moving more and more of our nursery stock through the cash-and-carry sales grounds."

"As a result of unprofitable fruit crops, commercial fruit tree planting has been light and prices which growers would pay for trees were unattractive to nurserymen. Ornamental plant material has been in strong demand at satisfactory prices, but the volume of sales was reduced because of inadequate stock. Apparently this condition prevailed throughout the nursery industry, because we could not buy larger sizes or exhausted varieties; this resulted in a lower dollar value per unit and caused us to make refunds, a practice we do not enjoy. While we still have in cold storage some miscellaneous stock, chiefly fruit, we came nearest to a cleanup we have yet experienced."

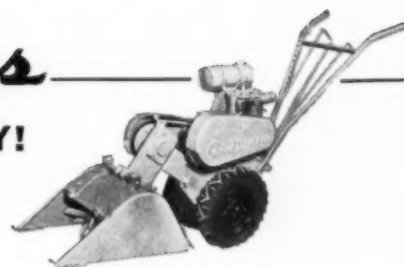
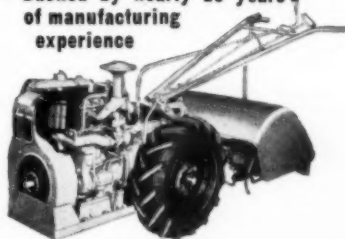
"Early planting and ample moisture have given our lining-out stock a good start and the prospects are promising. Our plantings in fruit stocks were further curtailed, while the supply of ornamental stock was increased, not because of our antici-

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MAINTENANCE OF SHADE AND ORNAMENTAL TREES AND SHRUBS. by P. P. Pirone..... \$7.00
How to transplant, fertilize, prune, brace and spray. Explains methods for detecting tree troubles. Summaries of tree diseases and insects. 454 p. (1948).

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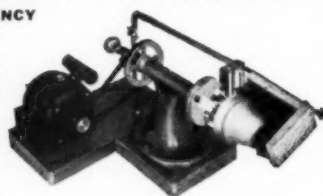
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pating a greater demand, but particularly to restore those varieties completely sold or in subnormal supply. Shade stocks are extremely low, shrubs are not plentiful and evergreens are limited.

"For fall we anticipate a continuous strong demand for ornamentals, but a weak demand for commercial fruit tree stock. Cost of production and marketing will not permit any reduction in prices. Increased prices may be necessary on some stock.

"The supply of labor here has been plentiful, but we find it difficult to hire qualified foremen; we cannot compete with industry offering more money for less work."

Much Activity at Dundee

W. J. Smart, D. Hill Nursery Co., Dundee, Ill., writes that, "In my opinion, we have just gone through the most hectic time we have ever experienced in our company.

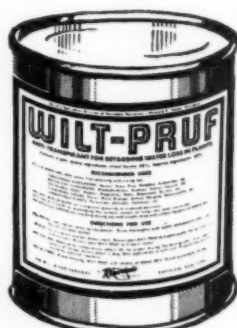
"For the first time in the history of the D. Hill Nursery Co., as far as I can remember, at least for the past 30 years, we had to start turning down orders about three weeks ago because we were not sure we could dig them, primarily due to an increase in business and shortage of labor. As far as I can see, every nurseryman with whom I have had contact this past spring has done a marvelous business, and all are afraid they will not finish up.

"Stock is definitely scarce in all items, and it looks as though the supply is going to be limited for next season, also, because we are already receiving inquiries for material which might be available next fall. The demand for lining-out stock has been exceedingly heavy, because, I think, freight conditions and increases in transportation rates are making nurserymen aware of the fact that it would be wise to grow more of their own material. Our planting plans have not changed. We are go-

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ing ahead with our production in a normal way, but are not overplanting.

"It is difficult to know what the price situation is going to be, although I, myself, am of the opinion that, as far as evergreens are concerned, there should be no increase in prices, except possibly in the case of one or two which may have been underpriced last season. Balled and burlapped material definitely could be increased, because of higher prices for materials used in this operation. Good lining-out material is still worth the money we are asking, and we have never received any complaint as to price on this class of material."

Reports Adverse Weather

Miles W. Bryant, Bryant's Nurseries, Princeton, Ill., states, "Volume has been satisfactory in spite of adverse weather conditions. Fruit trees have been slow, although they have cleaned up late in the season better than we had anticipated. Ornamental stock was in short supply and just about anything has been in good demand. I believe that our cleanup on ornamental stock has been closer than ever before."

"Weatherwise, this has been a rough season, indeed. All of last fall it was too wet for good digging conditions, and that, coupled with the early freeze, caught us with our storage work incomplete and more field work than usual to carry over into the spring. We were wet all through the winter, and, while the frost left the ground reasonably early, it was well into the latter part of March before the ground dried up enough so that we were able to start field work. Then it started to rain again, and for more than three weeks we lost at least half of every week to wet weather. This period was closely followed by about three weeks of unseasonably hot weather; we could then work in the field in good shape, but the demand for stock fell off."

"While we undoubtedly could have used more men if they had been available, the labor situation here seems a little easier than it has been during the past several years."

"Our firm has enjoyed a satisfactory volume of business for the 1951-52 season," reports G. L. Welch, president, Mount Arbor Nurseries, Shenandoah, Ia. "We have been fortunate in having favorable weather during the fall and spring so as to complete our digging and shipping program about as the customers had requested. Because of excessively wet weather in California during January, we were later than usual in

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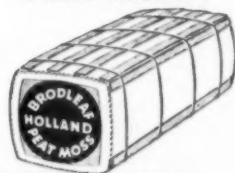
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receiving our roses, but, as the season was late in most areas, we were able to make shipments on time.

"The demand has been active for most kinds of stock, especially shade trees, ornamentals, roses and evergreens. Even fruit trees have cleaned up unusually well, and prices stiffened after late January.

"Labor is definitely on the short side, and, consequently, operating is a problem. To secure the number of extra workers required at seasonal peaks, we must depend on imported labor, and that is expensive. It is our opinion that most lines of nursery stock will definitely be on the short side for another year. With costs advancing, it is necessary for prices to remain firm."

"We have had one of the best seasons for many a year," writes C. C. Smith, of the Sherman Nursery Co., Charles City, Ia. "Wholesale business has shown a big increase, and retail sales have followed suit.

"We booked so many wholesale orders this spring that we ran out of office order forms and had to make use of a makeshift form until new forms could be printed.

"We have nearly completed our spring planting season in the nursery, and everything looks fine. Our plantings have been increased to take care of the ever-increasing demand for nursery stock."

Healthy Increase

John J. Pinney, Willis Nursery Co., Ottawa, Kan., reports business this spring as showing a healthy increase over that of last year. He reports a good demand for ornamental stock, especially shade trees and evergreens.

"In this section of the country, there is no apparent surplus of nursery stock," says Mr. Pinney. "Even with a normal demand next season, there will still be a shortage of evergreens and shade trees. Nearby defense industries drained off most of



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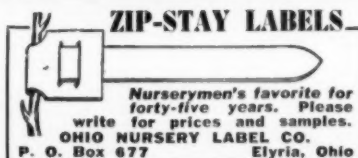
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the labor so that we had to import Mexicans to keep operating. There was a big turnover in local labor.

"From the first of March until the last of April we had unfavorable weather conditions most of the time. There was an excessive amount of rain, which kept us out of the fields; so we were not able to dig evergreens when the customers wanted them, and, consequently, deliveries on evergreens were late.

"The prices should remain firm. The cost of labor is advancing right along, and, since labor constitutes the major portion of the cost of production, the industry has no choice but to hold the price line."

From Bridgeport, Ind., Harry W. Hobbs, president of C. M. Hobbs & Sons, Inc., reports that business has been good this spring and that the firm has been able to supply the demand for stock. Sales are reported better than usual on smaller grades.

"We were handicapped by too much rain most of the shipping season," states Mr. Hobbs, "but finally ended our season in good shape. Help has been plentiful but not efficient.

"The supply of finished stock for next season will be less than usual. Prices will be about the same as this spring. We have made our usual planting, not going wild on any one item. We look for another good fall and spring business."

Record Season

A. W. Krieger, Krieger's Wholesale Nursery, Bridgman, Mich., reports the 1952 spring season as the largest in the history of the firm. "This was possibly due," explains Mr. Krieger, "to an ideal growing season last year and to the strong demand for small fruit items, which were on the short side this season because of heavy losses in other areas. Weather conditions were ideal during the entire digging season this spring, and labor was plentiful in this area; this made it possible to handle our additional volume.

"Our planted acreage for the coming season will be less than that of a year ago; we are forced to abandon the growing of some types of material because of the high cost of production and low sales value. Indications for the coming season point in the same direction as in the past—much nursery material grown at a loss. Unless nurseries put their prices in line with production costs, less material will be grown in the future."

"Spring sales, both wholesale and retail, have been good," reports Howard N. Scarff, W. N. Scarff's

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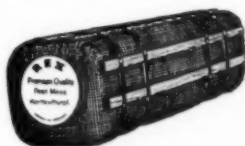
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Sons, New Carlisle, O. "Wholesale volume was limited somewhat by a shortage in stock. Retail mail orders recovered from an early spring slump and have continued in good volume well into May. Cash-and-carry sales were slowed up somewhat by a highway improvement project at the front of our nursery, but this has not proved so serious as we had earlier anticipated.

"This entire section has experienced a complete cleanup of all salable sizes of evergreens, shade trees and most shrubs. With the exception of a few varieties, small fruits were also sold out before mid-April."

One of Worst Shipping Seasons

Kimball D. Andrews, of Andrews Nursery Co., Faribault, Minn., reports, "This has been one of the worst shipping seasons that we have put in. First of all, business was rolling along well and it looked as though the catalog nurseries would end up around 20 per cent ahead of the previous year. We had about two weeks of good weather up until about April 15, and then we had three weeks or so of hot weather. This resulted in all of the customers' wanting their stock at the same time; it shortened the season for us to the extent that we shall probably end up about the same as we did a year ago.

"Our season was too wet to begin with, and this made it impossible to get out and dig evergreens as early as would be the case in a normal season.

"It looks to us as though the demand for nursery stock for the spring of 1953 should be good. We feel that it should be especially good for ornamentals and that there will probably be as good demand for fruit trees as, or possibly a little better than, has been the case during the past several seasons. We think that the small fruit volume will hold steady."

Ken Law, manager of Jewell Nurseries, Lake City, Minn., reports that his firm has had difficult conditions to face during the season. "Our season did not open until late and then almost overnight turned into 90-degree weather; everything was pushed into leaf at a very rapid pace.

"Our customers all seem to want their stock at the same time. We have had to do the best that we could to meet their needs to the greatest degree possible. The demand for nursery stock remains firm, especially in the case of deciduous ornamentals. Our planting schedules show a moderate increase from a year ago."

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